

	The Amphitheater (AMP)	Cultural Center	Total	10/1/2016- 12/31/2016	1/1/2017- 9/30/2017
FY 17					
Personnel					
Salaries	\$ 378,750.00	\$ 396,250.00	\$ 775,000.00	\$ 176,250.00	\$ 553,750.00
Taxes & Benefits	\$ 75,750.00	\$ 79,250.00	\$ 155,000.00	\$ 35,250.00	\$ 119,750.00
Total: Personnel	\$ 454,500.00	\$ 475,500.00	\$ 930,000.00	\$ 211,500.00	\$ 673,500.00
Events					
Artist Fees	\$ 1,080,000.00	\$ 270,000.00	\$ 1,350,000.00	\$ 350,000.00	\$ 1,000,000.00
Marketing	\$ 216,000.00	\$ 72,500.00	\$ 288,500.00	\$ 98,500.00	\$ 190,000.00
Technical/Production	\$ 783,000.00	\$ 22,500.00	\$ 805,500.00	\$ 217,500.00	\$ 588,000.00
Total: Events	\$ 2,079,000.00	\$ 365,000.00	\$ 2,444,000.00	\$ 666,000.00	\$ 1,778,000.00
General Expenses					
Business Expenses	\$ 24,000.00	\$ 4,125.00	\$ 28,125.00	\$ 3,200.00	\$ 24,925.00
Facilities		\$ 39,969.00	\$ 39,969.00		\$ 39,969.00
Operations		\$ 45,000.00	\$ 45,000.00	\$ 15,376.00	\$ 29,624.00
Membership & Conferences	\$ 5,000.00	\$ 2,500.00	\$ 7,500.00	\$ 6,250.00	\$ 1,250.00
Contracted Services		\$ 41,250.00	\$ 41,250.00	\$ 16,250.00	\$ 25,000.00
Audit	\$ 10,000.00	\$ 5,000.00	\$ 15,000.00		\$ 15,000.00
Accounting Firm (bookkeeping services)	\$ 35,000.00	\$ 10,000.00			\$ 45,000.00
Total: General Operating	\$ 39,000.00	\$ 137,844.00	\$ 176,844.00	\$ 41,076.00	\$ 180,768.00
Total Expenses	\$ 2,572,500.00	\$ 978,344.00	\$ 3,550,844.00	\$ 918,576.00	\$ 2,632,268.00
Total Earned Revenue	\$ 1,603,800.00	\$ 220,500.00	\$ 1,824,300.00	\$ 355,388.00	\$ 1,468,912.00
Contributed Revenue (1)	\$ 70,000.00	\$ 350,000.00	\$ 420,000.00		\$ 420,000.00
City Of Pompano Beach Support	\$ 898,700.00	\$ 407,844.00	\$ 1,306,544.00	\$ 563,188.00	\$ 743,356.00
Provided by the City: Maintenance, Mobile Stage, General Ground Cleaning, and Utilities Maintain Cultural Center Building and Equipment, and Utilities					
Foundation (3)	\$ 90,720	\$ 18,900	\$ 109,620	\$ 22,680	\$ 86,940

(1) Fundraising events, sponsorships, annual giving campaigns, individual giving and foundations. Contractor agrees to separately account for these amounts for each property location.

(2) Contracted Amount - January 1, 2017 - September 30, 2017

(3) Ticket surcharge, corporate support, annual giving campaigns, board dues.

**FY 17
Staff**

		The Amp	Cultural Center	Total FY Budget	10/1/2016-12/31/2016	1/1/2017-9/30/2017
President / CEO	Alyona Ushe	\$ 60,000	\$ 60,000	\$ 120,000	\$ 30,000	\$ 90,000
Amp GM / Production	Michelle Gabriel	\$ 75,000	\$ -	\$ 75,000	\$ 18,750	\$ 56,250
VP, Communications	Lyle Cayce	\$ 63,750	\$ 21,250	\$ 85,000	\$ 21,250	\$ 63,750
VP, Administration	Jody Leshinsky	\$ 35,000	\$ 35,000	\$ 70,000	\$ 17,500	\$ 52,500
Part Time Bookkeeper	Vacant	\$ 35,000	\$ 35,000	\$ 70,000		\$ 25,000
Director of Community Outreach & Business Development	Sharon Stone-Walker	\$ 37,500	\$ 37,500	\$ 75,000	\$ 18,750	\$ 56,250
Curator	Byron Swart	\$ -	\$ 55,000	\$ 55,000	\$ 13,750	\$ 41,250
Box Office Staff	Multiple Part Time	\$ 25,000	\$ 25,000	\$ 50,000	\$ 12,500	\$ 37,500
Creative Manager	Ary Milligan	\$ 17,500	\$ 17,500	\$ 35,000	\$ 8,750	\$ 26,250
Director, Cultural Center	Michael Tipton		\$ 80,000	\$ 80,000	\$ 20,000	\$ 60,000
Social Media	contractors/part time	\$ 15,000	\$ 15,000	\$ 30,000	\$ 7,500	\$ 22,500
Admin / Sponsorship Coordinator	Lacora Funches	\$ 15,000	\$ 15,000	\$ 30,000	\$ 7,500	\$ 22,500
<i>Subtotal</i>		\$ 378,750	\$ 396,250	\$ 775,000	\$ 176,250	\$ 553,750
Taxes & Benefits		\$ 75,750	\$ 79,250	\$ 155,000	\$ 35,250	\$ 119,750
Grand Total		\$ 454,500	\$ 475,500	\$ 930,000	\$ 211,500	\$ 673,500

*45,000 of projected annual budget
has been reallocated to the
Accounting Firm for bookkeeping
services

Revenue: FY 17						
Amphitheater	# of events	Average Ticket and/or Event	Capacity	Anticipated Attendance	Revenue	Foundation
Headliner	18	\$ 45	2,800	60%	\$ 1,360,800	
Pompano Beach Surcharge	18	\$ 3	2,800	60%		\$ 90,720.00
Food & Beverage Revenue	18	\$ 10,000		100%	\$ 180,000	
Merchandise	18	\$ 3,500			\$ 63,000	
Total: Amphitheater					\$ 1,603,800	\$ 90,720
Cultural Center	# of events	Average Ticket and/or Event	Capacity	Anticipated Attendance	Revenue	Foundation
Revenue	30	\$ 35	375	56%	\$ 220,500	\$ 18,900
Total: Cultural Center	30				\$ 220,500	\$ 18,900
						109,620.00

Event Expenses

Programming

	FY 17	10/1/2016- 12/31/2016	1/1/2017- 9/30/2017
The Amp			
Artist Fees	\$ 1,080,000.00	\$ 300,000.00	\$ 780,000.00
Marketing	\$ 216,000.00	\$ 60,000.00	\$ 156,000.00
Technical/Production	\$ 783,000.00	\$ 217,500.00	\$ 565,500.00
Total: The Amp	\$ 2,079,000.00	\$ 577,500.00	\$ 1,501,500.00
Cultural Center			
Artist Fees	\$ 270,000.00	\$ 50,000.00	\$ 220,000.00
Marketing	\$ 72,500.00	38,500.00	\$ 34,000.00
Technical/Production	\$ 22,500.00		\$ 22,500.00
Total: Cultural Center	\$ 365,000.00	\$ 88,500.00	\$ 276,500.00

The Amp Event Detail

	Singe Event	18 Events
Artist Fee	\$ 60,000.00	\$ 1,080,000.00
		\$ -
Travel/Hotels	\$ 2,500.00	\$ 45,000.00
Box Office	\$ 500.00	\$ 9,000.00
Front of the House	\$ 150.00	\$ 2,700.00
Light Tower / Barricade	\$ 2,000.00	\$ 36,000.00
Backline	\$ 6,000.00	\$ 108,000.00
Radios	\$ 150.00	\$ 2,700.00
Runners	\$ 2,000.00	\$ 36,000.00
Sound & Light	\$ 10,000.00	\$ 180,000.00
License Fees	\$ 400.00	\$ 7,200.00
Life Safety	\$ 800.00	\$ 14,400.00
Security / Police	\$ 10,000.00	\$ 180,000.00
Cleaning	\$ 1,000.00	\$ 18,000.00
Stage Hands	\$ 4,000.00	\$ 72,000.00
Catering/Receptions	\$ 4,000.00	\$ 72,000.00
Total: Production Cost	\$ 43,500.00	\$ 783,000.00
Marketing	\$ 12,000.00	\$ 216,000.00
Total: The Amp		\$ 2,079,000.00

General Operating Expenses

	The Amp	Cultural Center	Total	10/1/2016- 12/31/2016	1/1/2017- 9/30/2017
General Operating					
Business Expenses					
Merchant Processing Fees	\$ 20,000.00	\$ 4,000.00	\$ 24,000.00	\$ 3,200.00	\$ 20,800.00
License	\$ 4,000.00	\$ 125.00	\$ 4,125.00		\$ 4,125.00
Total: Business Expenses	\$ 24,000.00	\$ 4,125.00	\$ 28,125.00	\$ 3,200.00	\$ 24,925.00
Facilities					
Equipment Rental		\$ 18,750.00	\$ 18,750.00		\$ 18,750.00
Maintenance		\$ -	\$ -		\$ -
Facility Services		\$ 7,500.00	\$ 7,500.00		\$ 7,500.00
Facilities maintenance/upkeep		\$ 13,719.00	\$ 13,719.00		\$ 13,719.00
Total: Facilities		\$ 39,969.00	\$ 39,969.00		\$ 39,969.00
Operations					
Office Supplies		\$ 5,625.00	\$ 5,625.00		\$ 5,625.00
Software		\$ 3,750.00	\$ 3,750.00	\$ 2,500.00	\$ 1,250.00
Books, Subscriptions, Reference		\$ 1,875.00	\$ 1,875.00		\$ 1,875.00
Postage, Mailing Service		\$ 3,750.00	\$ 3,750.00		\$ 3,750.00
Telephone, Internet, Web		\$ 9,000.00	\$ 9,000.00	\$ 1,000.00	\$ 8,000.00
Website maintenance		\$ 4,500.00	\$ 4,500.00		\$ 4,500.00
Printing & Coping		\$ 9,000.00	\$ 9,000.00	\$ 4,376.00	\$ 4,624.00
Insurance -(General Liability, D&O, Other)		\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ -
Total: Operations		\$ 45,000.00	\$ 45,000.00	\$ 15,376.00	\$ 29,624.00
Memberships	\$ 5,000.00	\$ 2,500.00	\$ 7,500.00	\$ 6,250.00	\$ 1,250.00
Contracted Services					
IT services		\$ 3,750.00	\$ 3,750.00		\$ 3,750.00
Outside Contract Services		\$ 11,250.00	\$ 11,250.00	\$ 11,250.00	\$ -
Interns		\$ 3,750.00	\$ 3,750.00		\$ 3,750.00
Publicist		\$ 22,500.00	\$ 22,500.00	\$ 5,000.00	\$ 17,500.00
Total: Contracted Services		\$ 41,250.00	\$ 41,250.00	\$ 16,250.00	\$ 25,000.00
Audit	\$ 10,000.00	\$ 5,000.00	\$ 15,000.00		\$ 15,000.00
Accounting Firm	\$ 35,000.00	\$ 10,000.00	\$ 45,000.00		\$ 45,000.00
Total Expenses	\$ 74,000.00	\$ 147,844.00	\$ 221,844.00	\$ 41,076.00	\$ 180,768.00