

Board of Supervisors
County of Stanislaus

Re: Gallo Center for the Arts 2010-2011 Budget

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

- Projected Budget for Fiscal Year 2010-2011,
- Leases, prices, concessions, fees,
- Schedule for the 2010/2011 season

Please let me know if you need any other information.

Sincerely,



Bryan Branco
Director of Finance
Gallo Center for the Arts

EXHIBIT C, PROJECTED BUDGET

| | (In 000) |
|-----------------------------------------|---------------------|
| | FY Ending 6/30/2011 |
| INCOME | |
| EARNED INCOME | |
| Ticket Revenue | \$ 2,324 |
| Fees, Rentals, Parking, Concessions | \$ 1,302 |
| Endowment and Other Interest | \$ - |
| EARNED INCOME TOTAL | \$ 3,626 |
| CONTRIBUTED INCOME | |
| Central Valley Center for the Arts | \$ 1,990 |
| Others | \$ 50 |
| CONTRIBUTED INCOME TOTAL | \$ 2,040 |
| INCOME TOTAL | \$ 5,666 |
| EXPENSES | |
| Center's Presentations | \$ 2,173 |
| In Kind Marketing and Hotel | \$ 50 |
| Personnel Costs | \$ 1,590 |
| Other Operating Expenses | \$ 1,642 |
| Bond Interest | \$ 500 |
| Non-Cash: Depreciation and Amortization | \$ 1,100 |
| EXPENSES TOTAL | \$ 7,055 |
| GALLO CENTER FOR THE ARTS P/L | \$ (1,389) |

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 \$99 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 are anticipating that the concessions will be brought in-house and managed by the Gallo Center for the Arts for the 2010 – 2011 season; for reference, below are the current description of concession services and current and projected food and refreshment prices.

Description of Services

The Gallo Center for the Arts will sell food and beverages from the four 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

| | <u>Current</u> | <u>Projected</u> |
|------------------|----------------|------------------|
| Beverages | | |
| Non alcoholic | \$3 - \$4 | \$2 - \$3 |
| Wine | \$7 | \$5 |
| Beer | \$4 - \$5 | \$4 |
| Mixed Drinks | \$7 - \$9 | N/A |
| Food | | |
| Candy | \$3 | \$1 |
| Cookies | \$3 | \$1 |
| Chips | \$3 | \$1 |
| Mints | \$2 | \$1 |

Facility Use Charges:

Facility use charges range from \$1,050 to \$5,000 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 (\$30/hour) 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 2010/2011 Season

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

Gallo Center For the Arts Presents:

Broadway Series: 3 runs, 14 performances total
Mega Hits Series: 4 runs, 8 performances total
Just for Laughs Series: 3 runs, 3 performances total
Family Series: 4 runs, 6 performances total
Speaker Series: 4 runs, 4 performances total
Piano: 4 runs, 4 performances total
Country Western, Pop and Christian Music: 8 runs, 8 performances total
Jazz: 3 runs, 3 performances total
CTC Family Theatre Series: 6 runs, 12 performances total
Bette Belle Smith Holiday Series: 3 runs, 8 performances total
Other performances: 22 runs, 25 performances total

Resident Company Presentations:

| | |
|---------------------------------------|-----------------|
| Modesto Symphony Orchestra | 17 performances |
| Townsend Opera Players | 12 performances |
| Central West Ballet | 18 performances |
| Modesto Community Concert Association | 5 performances |
| Yes Company | 9 performances |

Other Presenters:

| | |
|-------------------------------------|-----------------|
| Estimated performances from renters | 30 performances |
|-------------------------------------|-----------------|

This program is subject to modification as the season progresses.