

GALLO CENTER
FOR THE ARTS

Board of Supervisors
County of Stanislaus

Re: Gallo Center for the Arts 2011-2012 Budget

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

- Projected Budget for Fiscal Year 2011-2012,
- Leases, prices, concessions, fees,
- Schedule for the 2011/2012 season

Please let me know if you need any other information.

Sincerely,

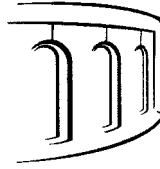
Bryan Branco
Director of Finance
Gallo Center for the Arts

BOARD OF SUPERVISORS
2011 MAY -4 1 P 4: 15

Projected Budget
Gallo Center for the Arts
2010 - 2011

EXHIBIT C, PROJECTED BUDGET

	(In 000)
	FY Ending 6/30/2012
INCOME	
EARNED INCOME	
Ticket Revenue	\$ 2,930
Fees, Rentals, Parking, Concessions	\$ 1,070
Endowment and Other Interest	<u>\$ 5</u>
EARNED INCOME TOTAL	\$ 4,005
CONTRIBUTED INCOME	
Central Valley Center for the Arts	\$ -
Others	<u>\$ 2,025</u>
CONTRIBUTED INCOME TOTAL	<u>\$ 2,025</u>
INCOME TOTAL	\$ 6,030
EXPENSES	
Center's Presentations	\$ 2,275
In Kind Marketing and Hotel	\$ 50
Personnel Costs	\$ 1,900
Other Operating Expenses	\$ 1,625
Bond Interest	\$ 450
Non-Cash: Depreciation and Amortization and Interest Rate Swap	<u> </u>
EXPENSES TOTAL	<u>\$ 6,300</u>
GALLO CENTER FOR THE ARTS P/L	<u><u>\$ (270)</u></u>



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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 \$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:

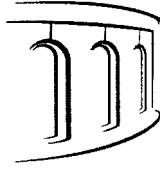
Concessions will be operated in-house and managed by the Gallo Center for the Arts for the 2011 – 2012 season; for reference, below are the current description of concession services and the projected food and refreshment prices.

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
Beer	\$4 - \$5
Food	
Candy	\$2
Cookies	\$2
Chips	\$2
Nuts	\$4



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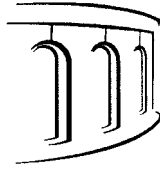
Facility Use Charges:

Facility use charges range from \$950 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 maintenance.



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EXHIBIT "E" PRESENTATION SCHEDULE

Schedule for the 2011/2012 Season

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

Gallo Center For the Arts Presents:

Broadway Series: 4 runs, 19 performances total

Mega Hits Series: 4 runs, 11 performances total

Just for Laughs Series: 4 runs, 4 performances total

Family Series: 4 runs, 4 performances total

Speaker Series: 5 runs, 5 performances total

Piano: 2 runs, 2 performances total

Country Western, Pop and Christian Music: 10 runs, 10 performances total

Latina: 4 runs, 5 performances total

Children's Theatre Series: 6 runs, 13 performances total

Bette Belle Smith Holiday Series: 3 runs, 7 performances total

Other performances: 34 runs, 62 performances total

Resident Company Presentations:

Modesto Symphony Orchestra 20 performances

Townsend Opera Players 4 performances

Central West Ballet 16 performances

Modesto Community Concert Association 4 performances

Yes Company 7 performances

Other Presenters:

Estimated performances from renters 30 performances

This program is subject to modification.