

**Pennsylvania Shakespeare Festival**  
**Current & Previous Fiscal Years' Budgets with Previous Fiscal Year Actuals**  
*(excludes in-kind)*

	<b>FY 2023 Budget</b>	<b>FY 2023 Actual</b>	<b>FY 2024 Budget</b>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4000 · Income - Ticket Sales	931,175	842,952	928,026
4100 · Contributions, Grants and Gifts	559,850	724,160	625,197
4175 · WillPower/Education Income	179,120	200,708	210,000
4200 · Gala	125,000	143,125	131,500
4300 · Advertising Income	23,000	21,987	23,500
4330 · Raffle	30,000	40,000	34,000
4360 · Specialty Dinners	14,000	8,421	9,500
4400 · Concession Sales	28,500	31,186	32,300
4500 · Other Income	4,500	1,454	3,500
4550 · Change Capital released into operating	120,000	60,000	100,000
4700 · Interest and Dividends	150	8,285	5,750
4740 · Endowment Distribution	348,050	348,350	354,400
<b>Total Income</b>	<b>\$2,363,345</b>	<b>\$2,430,628</b>	<b>\$2,457,673</b>
<b>Expense</b>			
5000 · Artistic Company	579,834	555,549	516,817
5200 · Production Personnel	354,533	351,948	343,195
5300 · Administrative Staff	474,458	464,609	414,611
5400 & 5500 · Production Costs	388,059	318,905	317,303
5600 · Development	36,925	35,535	32,025
5700 · Marketing & Promotion	155,000	158,013	157,500
5800 · Publications	36,500	27,874	24,000
5900 · Office Expenses	39,125	30,568	33,800
6000 · Consultants (audit & SP)	14,500	14,880	16,575
6050 · Auditions	22,000	7,288	12,500
6100 · Insurance	51,628	64,951	72,914
6115 · Automobile Expense	1,500	7,207	3,500
6150 · Company Meetings & Events	20,000	27,583	18,500
6300 · STA Conference	7,500	5,428	4,500
6350 · Gala Expenses	50,000	54,633	55,000
6400 · Concession Expenses	14,300	20,477	14,165
6500 · Benefits & Payroll Taxes	205,363	198,908	184,061
6600 · WillPower/Education Expenses	179,120	200,708	210,000
6700 · Depreciation	33,000	29,804	26,707
<b>Total Expense</b>	<b>\$2,663,345</b>	<b>\$2,574,868</b>	<b>\$2,457,673</b>
<b>Net Ordinary Income</b>	<b>-\$300,000 *</b>	<b>-\$144,240 *</b>	<b>\$0</b>

\* For 16 out of the past 18 years, PSF ended each fiscal year with a financial surplus.

In 2023, PSF had a planned deficit as it continued rebuilding from the effects of the pandemic while also welcoming new & lapsed patrons back to live theatre, responding to inflation, competing for staff in a reduced market, and offering mission critical programming. Even though PSF was able to use funds from its operating reserve to fully cover the planned deficit, the Festival management & staff increased fundraising efforts working hard to minimize the deficit allowing PSF to keep more funds in the operating reserve.