

Performing Arts Centre Budget 2020

Service Levels

2019 EVENT HIGHLIGHTS					
VENUE	COMMERCIAL	HOT TICKET/FILM	IMPACT	NFP	TOTAL
PARTRIDGE HALL	34	56	9	30	129
RECITAL HALL	14	1	1	33	49
ROBERTSON THEATRE	14	13	3	12	42
FILM HOUSE	18	541	-	4	563

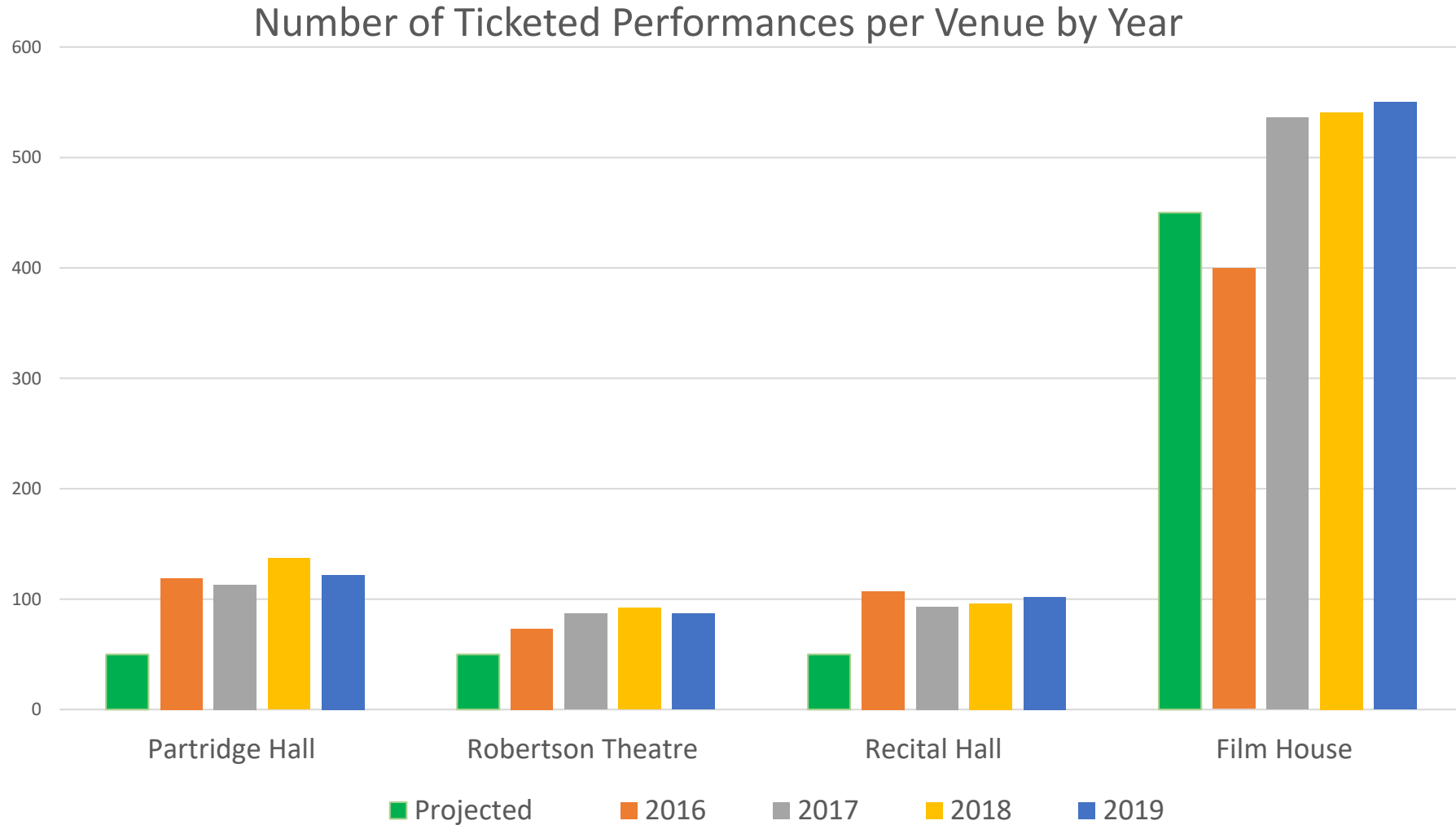
Volunteers

- 9384 Volunteer hours in 2018
- 6451 Volunteer hours YTD

Technical

- 9,112 Hours in 2018
- 8,200 hours YTD

SERVICE LEVELS



SOCIAL MEDIA

Page views:

2018 – 1.5 million

2019 – 1.35 million YTD

Facebook:

2018 – 8,600 followers

2019 – 12,500 followers YTD

Instagram:

2018 – 1,600 followers

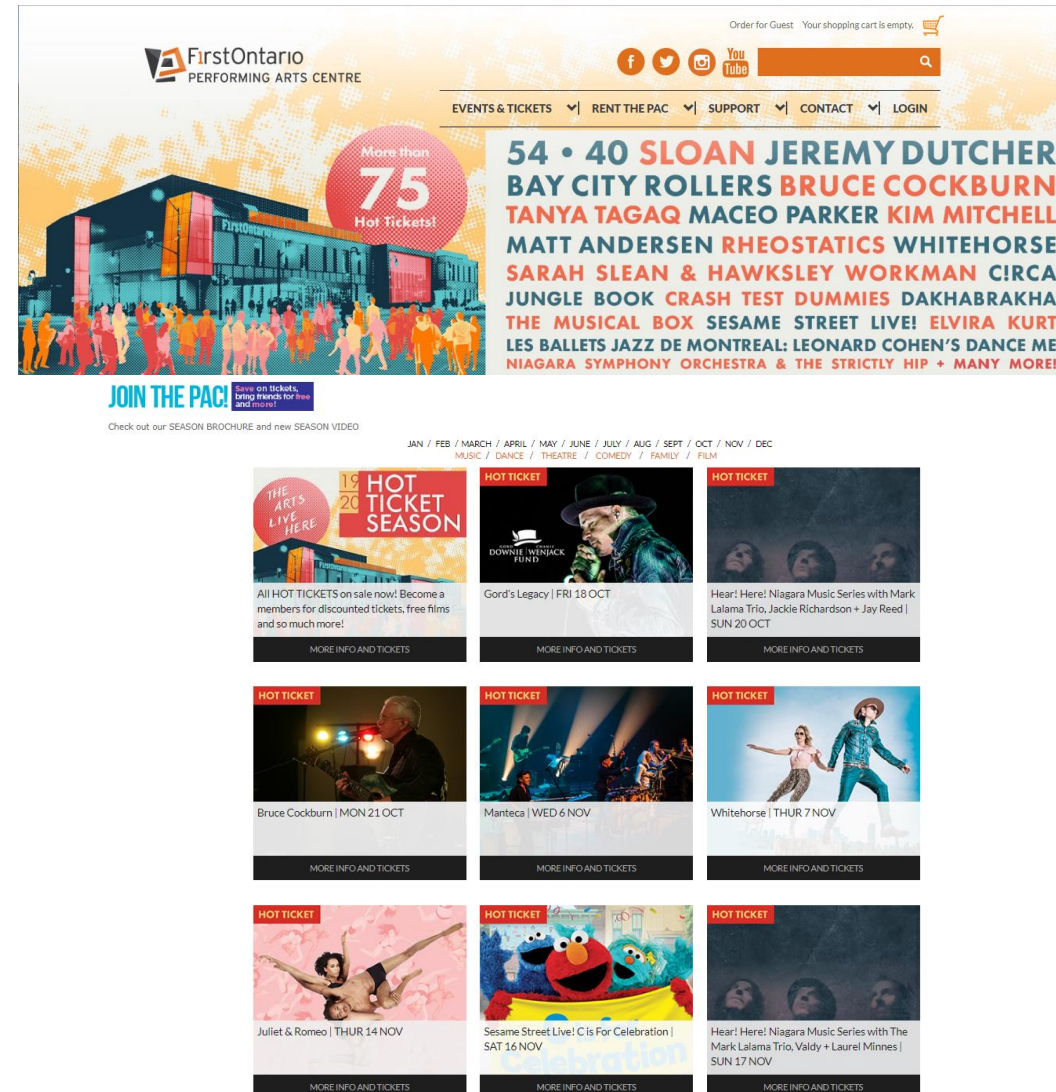
2019 – 2,794 followers YTD

Twitter:

2018 – 5650 followers

2019 – 6407 followers YTD

Conversion rate of 4.1% in 2019



BUDGET HIGHLIGHTS

Expenses

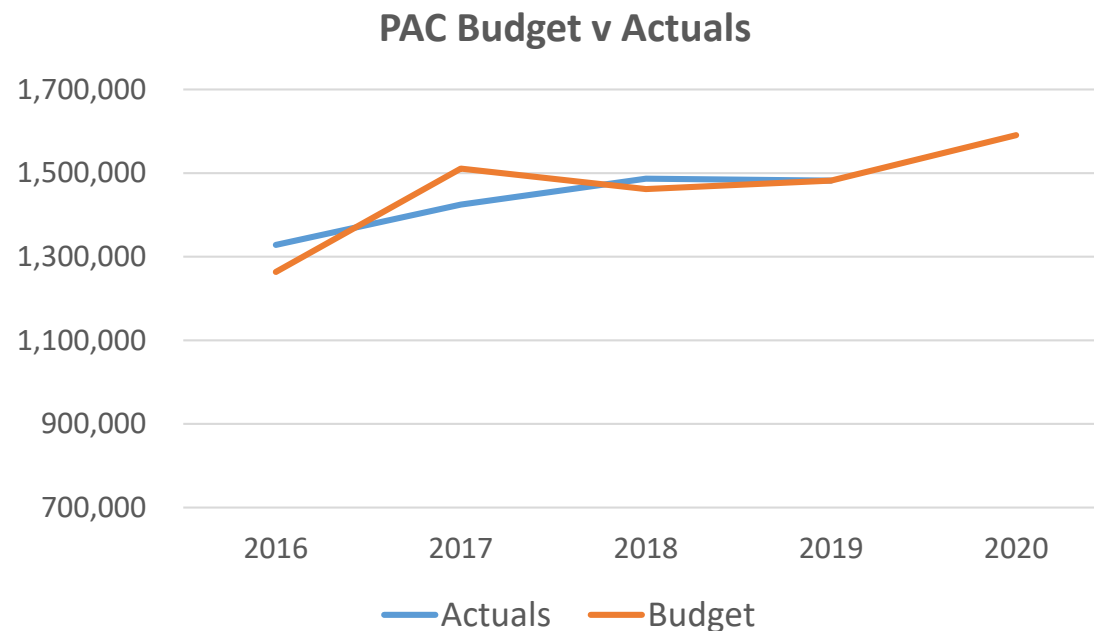
- Staffing and Benefits – (From contract staff to FT / Significant savings in WSIB)
- Service/Equipment Operations – (Relationship Agreement)
- Office & Admin Related Expenses – (Software and Processing Fees)

YEAR	AMOUNT PROCESSED	PROCESSING FEES	%
2016	\$ 2,845,733	\$ 68,839	2.42%
2017	\$ 3,335,003	\$ 79,061	2.37%
2018	\$ 3,747,911	\$ 95,322	2.54%
2019 (Sept)	\$ 2,712,869	\$ 66,099	2.44%
TOTAL	\$ 12,641,517	\$ 309,322	2.45%

BUDGET HIGHLIGHTS

Revenue

- Grants/Contributions and fundraising – (No provincial funding)
- Venue Rental – (capacity of facility)
- Programming and Marketing – (no changes / already at the top threshold of the industry)



PRIORITIES & CHALLENGES 2020

- Transition Costs
 - Human Resources
 - Fundraising expense
- Transition start-up
 - Some new operational procedures
 - Fine-tuning of systems

2020 Proposed PAC Budget (Account Details)

Object of Expenditure	2020 Budget	2019 Budget	\$ Change from 2019 Budget	% Change from 2019 Budget
Salaries and Wages				
770.100.001 Salaries/Wages-Regular	1,778,787	1,361,372	417,415	30.66%
770.100.002 Salaries/Wages-Overtime	0	0	0	
770.100.003 Salaries/Wages-Ext Servic	732,606	979,155	-246,549	-25.18%
770.100.006 Sick Pay	0	0	0	
770.100.007 Holiday/Vacation Pay	25,782	27,290	-1,508	-5.53%
770.100.009 Doctor's Appointments	0	0	0	
Salaries and Wages	2,537,174	2,367,817	169,357	7.15%
Benefits				
770.100.030 Pensions	314,194	271,177	43,017	15.86%
770.100.031 Other Benefits	181,340	194,433	-13,093	-6.73%
770.100.032 Workers Compensation	21,689	76,811	-55,122	-71.76%
770.100.033 Employment Insurance	42,826	44,351	-1,525	-3.44%
770.100.041 Safety Shoes	350	350	0	0.00%
Total Benefits	560,399	587,122	-26,723	-4.55%
Equipment Operations				
770.100.053 Service Contracts	135,820	239,311	-103,491	-43.25%
770.100.054 Repairs - equipment	12,000	9,000	3,000	33.33%
770.100.067 Mileage	3,500	3,500	0	0.00%
Service/ Equipment Operations	151,320	251,811	-100,491	-39.91%
Materials				
770.100.101 General Supplies	35,000	31,000	4,000	12.90%
770.100.127 Concession Products	150,000	180,000	-30,000	-16.67%
770.100.140 Concession Supplies	12,000	10,000	2,000	20.00%
Materials	197,000	221,000	-24,000	-10.86%
Building and Maintenance				
770.100.110 Uniform Clothing	4,500	4,500	0	0.00%
770.100.150 Cleaning Services	2,700	3,300	-600	-18.18%
770.100.152 Gen Bldg Mtnce Supplies	5,000	5,000	0	0.00%
770.100.153 Snow/Yard Maintenance	16,000	16,500	-500	-3.03%
770.100.157 Rent	150,000	150,000	0	0.00%
770.100.162 Building Repairs	55,000	50,697	4,303	8.49%
770.100.163 Heat,Light,Power,Water	245,713	256,713	-11,000	-4.28%
770.100.173 Insurance-Bldg/Contents	26,358	26,879	-521	-1.94%
Building and Maintenance	505,271	513,589	-8,318	-1.62%

Appendix B cont.**Contracts**

770.100.200 Contract-Advisory Service	7,500	21,000	-13,500	-64.29%
770.100.201 Contract-Legal Service	30,000	30,000	0	0.00%
770.100.203 Contract-Artists/Entert'r	802,800	802,800	0	0.00%
770.100.205 Contracts-Security	20,000	20,000	0	0.00%
770.100.206 Contract-Garbage Collec'n	3,000	2,479	521	21.02%
770.100.211 Show Production	45,000	45,000	0	0.00%
770.100.235 Contract-Pest Control	1,100	1,085	15	1.38%
770.100.xxx Audit	10,000	0	10,000	
Contracts	919,400	922,364	-2,964	-0.32%

Office and Related Expenses

770.100.302 Insurance-Liability	16,500	8,661	7,839	90.51%
770.100.303 Courier Services	5,000	5,000	0	0.00%
770.100.304 Postage Expense	28,000	25,000	3,000	12.00%
770.100.305 Telephone	20,000	20,000	0	0.00%
770.100.306 Cellular Phones	4,500	4,500	0	0.00%
770.100.307 Printing	5,000	5,000	0	0.00%
770.100.308 Copying and Prints	2,500	2,500	0	0.00%
770.100.310 Office Supplies	10,000	10,000	0	0.00%
770.100.314 Software	121,550	86,035	35,515	41.28%
770.100.318 Cash Processing/Bank Fees	95,000	80,000	15,000	18.75%
770.100.323 Internet Charges	40,000	40,000	0	0.00%
770.100.324 Board/Crime Insurance	7,500	0	7,500	
770.100.330 Furniture/Equipment NTCA	7,500	7,500	0	0.00%
Office and Related Expenses	363,050	294,196	68,854	23.40%

Properties

770.100.350 Furniture/Equipment	7,500	7,500	0	
770.100.354 Other Equipment TCA	0	0	0	
Properties	7,500	7,500	0	0.00%

Other Service Charges

770.100.400 Travel Expenses		2,500	-2,500	-100.00%
770.100.401 Conferences/Conventions	20,000	20,000	0	0.00%
770.100.402 Training	5,500	5,000	500	10.00%
770.100.405 Subscriptions/Memberships	3,000	3,000	0	
770.100.417 Study/Consulting Fees	0	0	0	
770.100.418 Bad Debts	0	0	0	
770.100.434 PAC Events	25,000	0	25,000	
770.100.439 Outreach and Audience Developm	30,000	0	30,000	
770.100.447 Board Fundraising	25,000	0	25,000	
770.100.450 Miscellaneous	4,000	1,000	3,000	300.00%
770.100.451 Business Expenses		1,500	-1,500	-100.00%
770.100.455 Cash Over/Short	0	0	0	
770.100.463 Marketing	300,000	300,000	0	0.00%
770.100.468 Artist/Entert't Rider	65,000	60,000	5,000	8.33%
Other Service Charges	477,500	393,000	84,500	21.50%

Total Expenditures	5,718,614	5,558,399	160,215	2.88%
---------------------------	------------------	------------------	----------------	--------------

Appendix B cont.

Object of Revenue

Grants, Contributions & Fundraising

770.100.801 Provincial Grant	0	-33,250	33,250	-100.00%
770.100.802 Federal Grants	-69,600	-45,000	-24,600	54.67%
770.100.803 Brock/Corp Cont/Grants	-804,220	-790,000	-14,220	1.80%
770.100.805 Donations/Fundraising	-200,000	-150,000	-50,000	33.33%
Grants & Contributions	-1,073,820	-1,018,250	-55,570	5.46%

Fee for Service

770.100.800 Miscellaneous Revenue	-15,000	-16,403	1,403	-8.55%
770.100.807 Fee for Service-Box	-80,000	-63,813	-16,187	25.37%
770.100.809 Fee for Service-Postage	-3,500	-3,124	-376	12.04%
770.100.810 Fee for Service- Handling	-100,000	-73,512	-26,488	36.03%
Fee For Service	-198,500	-156,852	-41,648	26.55%

Venue Rental/Event Recovery

770.100.808 Fee for Service-Product'n	-235,000	-225,173	-9,827	4.36%
770.100.930 Rental Revenue	-500,000	-550,000	50,000	-9.09%
Venue Rental/Event Recovery	-735,000	-775,173	40,173	-5.18%

Programming & Marketing

770.100.835 Ticket Sales	-1,508,362	-1,508,362	0	0.00%
770.100.836 Sponsorships	-160,000	-160,000	0	0.00%
770.100.850 Advertising Revenue	-76,575	-76,575	0	0.00%
Programming & Marketing	-1,744,937	-1,744,937	0	0.00%

Bar & Concessions Sales

770.100.857 Concession Sales	-110,000	-366,279	256,279	-69.97%
770.100.860 Vending Machines	-5,500	-5,207	-293	5.63%
770.100.861 Liquor Sales	-260,000	0	-260,000	
Bar & Concessions	-375,500	-371,486	-4,014	1.08%

Total Revenue	-4,127,757	-4,066,698	-61,059	1.50%
----------------------	-------------------	-------------------	----------------	--------------

Net Expenditures (City Contribution)	1,590,857	1,491,701	99,156	6.65%
---	------------------	------------------	---------------	--------------

6.65%
over 2019

Transition Cost

Human Resources

Total Transition Costs

78,000

78,000

0

Total including Transition costs / Net
Expenditure (City Contribution)

1,668,857
11.88%