

	A	B	C	D
1	JOYCE IS IN THE PARK	Estimated Weekly Operating Costs		
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3	Spring 1998 Season	Broadway	Alliance	Off-Bway
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5	SALARIES			
6	Principals (6)	18,000.00	11,750.00	6,550.00
7	Understudies (3,3,2)	3,300.00	2,475.00	1,400.00
8	Stage Managers (2)	2,900.00	2,300.00	1,600.00
9	General Manager	2,250.00	1,500.00	1,500.00
10	Company Manager	1,511.40	1,133.55	981.92
11	Press Agent	1,722.98	1,292.23	981.92
12	Wardrobe/Hair	3,000.00	3,000.00	700.00
13	Company Crew (3,0,3)	4,500.00	0.00	1,500.00
14	House Crew (5,5,0)	6,877.90	7,204.90	0.00
15	Sub-Total:	44,062.28	30,655.69	15,213.85
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17				
18	RENTALS			
19	Electrics	3,500.00	2,500.00	2,000.00
20	Sound	1,500.00	1,250.00	1,000.00
21	Misc.	750.00	750.00	500.00
22	Sub-Total:	5,750.00	4,500.00	3,500.00
23				
24				
25	DEPARTMENTAL EXPENSES			
26	Gen, Co, & Stg Mgrs	275.00	225.00	200.00
27	Carpentry	250.00	200.00	150.00
28	Electrics & Sound	450.00	400.00	300.00
29	Props	250.00	200.00	100.00
30	Press Expenses	250.00	175.00	175.00
31	Wardrobe & Hair	450.00	400.00	200.00
32	Sub-Total:	1,925.00	1,600.00	1,125.00
33				
34				
35	FIXED ROYALTIES			
36	Designers	1,800.00	1,050.00	600.00
37	Casting	500.00	350.00	200.00
38	Sub-Total:	2,300.00	1,400.00	800.00
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41				
42	ADVERTISING & PUBLICITY			
43	Newspaper, Outdoor	40,000.00	20,000.00	10,000.00
44	T.V. or Radio Airtime	7,500.00	5,000.00	3,500.00
45	Talent Payments & Misc.	2,500.00	1,500.00	1,500.00
46	Sub-Total:	50,000.00	26,500.00	15,000.00
47				

	A	B	C	D
48				
49	GENERAL & ADMINISTRATIVE			
50	Office	1,000.00	800.00	750.00
51	General Manager Office	150.00	125.00	100.00
52	Legal	500.00	350.00	350.00
53	Audit	500.00	350.00	350.00
54	Insurance	1,500.00	1,500.00	850.00
55	Payroll Taxes	6,609.34	4,598.35	2,282.08
56	Union Assessments	6,609.34	4,598.35	2,282.08
57	Vacation & Sick Pay	1,694.00	1,156.75	668.50
58	City Taxes	0.00	0.00	0.00
59	Miscellaneous	750.00	750.00	750.00
60	Sub-Total:	19,312.69	14,228.46	8,382.65
61				
62	THEATRE			
63	Fixed Rent	10,000.00	13,500.00	7,750.00
64	House Payroll & Expenses	35,000.00	25,000.00	6,500.00
65	Sub-Total:	45,000.00	38,500.00	14,250.00
66				
67				
68				
69				
70	TOTAL FIXED EXPENSES	168,349.97	117,384.15	58,271.50
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72	::			
73		1,100 seats	1,000 seats	499 seats
74	B.O. GROSS CAPACITY:	@ \$45.00 avg.	@ \$35.00 avg.	@ \$35.00 avg.
75		396,000.00	280,000.00	139,720.00
76				
77	BREAK-EVEN SCHEDULE	46.34%	44.84%	45.91%
78	Box Office Gross	183,526.00	125,544.00	64,149.00
79	Fixed Expenses	168,349.97	117,384.15	58,271.50
80	Additional AEA/ATPAM Salaries	0.00	0.00	270.60
81	Additional Rent (5%,0%,5%)	9,176.30	0.00	3,207.45
82	Royalties (35%op,6.5%gr,40%op)	6,000.00	8,160.36	2,400.00
83	Total Expenses	183,526.27	125,544.51	64,149.55
84	Weekly Profit (Loss)	-0.27	-0.51	-0.55
85				
86	RECOUPMENT SCHEDULES	70.00%	70.00%	70.00%
87	Box Office Gross	277,200.00	196,000.00	97,804.00
88	Fixed Expenses	168,349.97	117,384.15	58,271.50
89	Additional AEA/ATPAM Salaries	0.00	0.00	479.70
90	Additional Rent (5%,0%,5%)	13,860.00	0.00	4,890.20
91	Royalties (35%op,6.5%gr,40%op)	33,246.51	12,740.00	13,665.04
92	Total Expenses	215,456.48	130,124.15	77,306.44
93	Weekly Profit (Loss)	61,743.52	65,875.85	20,497.56
94	Capitalization	1,500,000.00	850,000.00	650,000.00
95	# Weeks to Recoupment	24	13	32

	A	B	C	D
96				
97		85.00%	85.00%	85.00%
98	Box Office Gross	336,600.00	238,000.00	118,762.00
99	Fixed Expenses	168,349.97	117,384.15	58,271.50
100	Additional AEA/ATPAM Salaries	0.00	0.00	639.60
101	Additional Rent (5%,0%,5%)	16,830.00	0.00	5,938.10
102	Royalties (35%op,6.5%gr,40%op)	52,997.01	15,470.00	21,565.12
103	Total Expenses	238,176.98	132,854.15	86,414.32
104	Weekly Profit (Loss)	98,423.02	105,145.85	32,347.68
105	Capitalization	1,500,000.00	850,000.00	650,000.00
106	# Weeks to Recoupment	15	8	20
107				
108		95.00%	95.00%	95.00%
109	Box Office Gross	376,200.00	266,000.00	132,734.00
110	Fixed Expenses	168,349.97	117,384.15	58,271.50
111	Additional AEA/ATPAM Salaries	0.00	0.00	799.50
112	Additional Rent (5%,0%,5%)	18,810.00	0.00	6,636.70
113	Royalties (35%op,6.5%gr,40%op)	66,164.01	17,290.00	26,810.52
114	Total Expenses	253,323.98	134,674.15	92,518.22
115	Weekly Profit (Loss)	122,876.02	131,325.85	40,215.78
116	Capitalization	1,500,000.00	850,000.00	650,000.00
117	# Weeks to Recoupment	12	6	16
118				
119	Note: Royalty Pool assumes total of 12% royalties, paid out of 35%			
120	of the "operating overage" on Broadway, 40% off-Broadway,			
121	with a weekly guarantee of \$500 per royalty point on Broadway,			
122	\$200 off-Broadway. Alliance royalties are 6.5% of the gross.			
123				
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