

Mowlem year 1
Year ended 31 March 2023

	No seats	nights/ week	weeks/ year	potential number of seats	Ticket price	
	378	6	49	111132		
Income	Showings	use	audience	No seats		
Film	211	72.37%	15.63%	12466	5.28	65,853.90
Live Streaming	19	4.55%	21.05%	1512	8.85	13,387.50
Live Touring/Theatre	6	1.44%	17.50%	397	14.57	5,782.83
Family Shows	6	1.44%	20.00%	227	10.00	2,270.00
Dance	1	0.24%	35.00%	132	18.00	2,381.40
Comedy	4	0.96%	30.00%	454	18.00	8,164.80
Live Music	12	2.88%	48.33%	2192	17.72	38,858.40
Festivals						14,225.00
Festival Ticketed	20	4.79%	10.00%	756	6.25	4,725.00
Festival non-ticketed		2.88%				9,500.00
Amateur theatre	24	5.83%	60.60%	5571	13.03	72,597.92
Community Engagement						2,750.00
Dementia screening		1.68%				2,750.00
Community Room Hires						6,000.00
Advertisting						2,400.00
	303	99%	21%	23708		<u>234,671.76</u>
Film			44%		28,953.86	36,900.05
Live Streaming			29%		3,858.75	9,528.75
Live Touring/Theatre			77%		4,452.78	1,330.05
Family Shows			80%		1,816.00	454.00
Dance			70%		1,666.98	714.42
Comedy			80%		6,531.84	1,632.96
Live Music			70%		27,200.88	11,657.52
Festivals						
Festival Ticketed			70%		3,307.50	1,417.50
Festival non-ticketed					-	9,500.00
Amateur theatre			70%		50,818.55	21,779.38
Community Engagement						
Dementia screening					-	2,750.00
Advertisting					-	2,400.00
Community Room Hires						6,000.00
Total Contribution from theatre operations			as a % Gross Margin		45.20%	<u>106,064.62</u>

Expenditure yr 1**Overhead costs**

Theatre fixed	74,490.00
Cost of employment	8,291.30

Estimated Theatre Seasonal staff 21,700.28

Cost of all employees

104,481.58

PRS	1,200.00
Repairs and maintenance	15,000.00
Development	2,000.00
Marketing	9,000.00
Services	18,000.00

Other Costs

Audit & Accountancy fees	12,000.00
Bank Fees	2,000.00
General Expenses	
Insurance	8,000.00
IT Software and Consumables	2,500.00
Legal Expenses	3,000.00
Printing & Stationery	750.00
Telephone & Internet	2,000.00

Other costs are either taken from the Management accounts or guesstimated

Operating costs (excluding staff costs)

75,450.00**Total Operating Expenses****179,931.58****Deficit on Theatre Operations**

- 73,866.96

Capital Projects

-

Contribution from Bar (see separate tab)

13,322.80

Income from Rents

53,630.00

Donations

5,000.00

Friends scheme

5,300.00

Fundraising for outreach salary

Project funding Grant

Public funding

Charitable Funding

Mowlem revenue/deficit

3,385.84

Mowlem year 2-3
Year ended 31 March 2024-5

	No seats	nights/ week	weeks/ year	potential number of seats	Ticket Price	
	378	6	49	111132		
Income	Showings	use	audience	No seats		
Film	211	67.66%	15.63%	12466	5.81	72,468.90
Live Streaming	27	6.05%	22.22%	2268	9.38	21,262.50
Live Touring/Theatre	13	2.91%	18.85%	926	17.45	16,163.74
Family shows	6	1.35%	20.00%	454	10.00	4,536.00
Dance	1	0.22%	35.00%	132	18.00	2,381.40
Comedy	12	2.69%	30.00%	1361	18.00	24,494.40
Live Music	18	4.03%	52.22%	3553	18.21	64,713.60
Festivals						15,650.00
Festival Ticketed	20	4.48%	10.00%	756	6.25	4,725.00
Festival non-ticketed		2.69%				10,925.00
Amateur theatre	24	5.45%	60.60%	5498	13.03	71,642.69
Community Engagement						3,162.50
Dementia screening		2.46%				3,162.50
Community Room Hires						9,000.00
Advertisting						3,600.00
	332	100%	25%	27414		309,075.73
Film				44%	31,886.32	40,582.58
Live Streaming				37%	7,867.13	13,395.38
Live Touring/Theatre				78%	12,677.22	3,486.52
Family Shows				80%	3,628.80	907.20
Dance				70%	1,666.98	714.42
Comedy				80%	19,595.52	4,898.88
Live Music				70%	45,299.52	19,414.08
Festivals						12,342.50
Festival Ticketed				70%	3,307.50	1,417.50
Festival non-ticketed					-	10,925.00
Amateur theatre				70%	50,149.88	21,492.81
Community Engagement						3,162.50
Dementia screening						3,162.50
Advertisting					-	3,600.00
Community Room Hires						9,000.00
Total Contribution from theatre operations						132,996.86
						as a % Gross Margin

Expenditure yr 2-3**Overhead costs**

Theatre fixed	155000.00
Cost of employment	17,825.00

Estimated Theatre Seasonal staff 25,560.95

Cost of all employees

198,385.95

PRS	1,320.00
Repairs and maintenance	16,500.00
Development	3,700.00
Marketing	9,900.00
Services	19,800.00

Other Costs

Audit & Accountancy fees	13,200.00
Bank Fees	2,200.00
General Expenses	-
Insurance	8,800.00
IT Software and Consumables	2,750.00
Legal Expenses	3,300.00
Printing & Stationery	825.00
Telephone & Internet	2,200.00

Other costs are either taken from the Management accounts or guesstimated -

Operating costs (excluding staff costs)

84,495.00

Total Operating Expenses**282,880.95****Deficit on Theatre Operations**

- 149,884.08

Captial Projects -

Contribution from Bar (see separate tab) **30,000.00**

Income from Rents **53,630.00**

Donations **10,000.00**

Friends scheme **10,000.00**

Fundraising for outreach salary **12,500.00**

Project funding Grant **10,000.00**

Public funding **15,000.00**

Charitable Funding 10,000.00

Mowlem revenue/deficit

1,245.92

Expenditure yr 3-5

Overhead costs

Theatre fixed	230000.00
Cost of employment	26,450.00

Estimated Theatre Seasonal staff 36,456.90

Cost of all employees

292,906.90

PRS	1,452.00
Repairs and maintenance	18,150.00
Development	4,070.00
Marketing	10,890.00
Services	21,780.00

Other Costs

Audit & Accountancy fees	14,520.00
Bank Fees	2,420.00
General Expenses	-
Insurance	9,680.00
IT Software and Consumables	3,025.00
Legal Expenses	3,630.00
Printing & Stationery	907.50
Telephone & Internet	2,420.00

Other costs are either taken from the Management accounts or guesstimated

Operating costs (excluding staff costs)

92,944.50

Total Operating Expenses

385,851.40

Deficit on Theatre Operations

- 181,320.03

Captial Projects

-

Contribution from Bar (see separate tab)

40,000.00

Income from Rents

53,630.00

Donations

15,000.00

Friends scheme

15,000.00

Fundraising for outreach salary

25,000.00

Project funding Grant

15,000.00

Public funding

15,000.00

Charitable Funding

15,000.00

Mowlem revenue/deficit

12,309.97