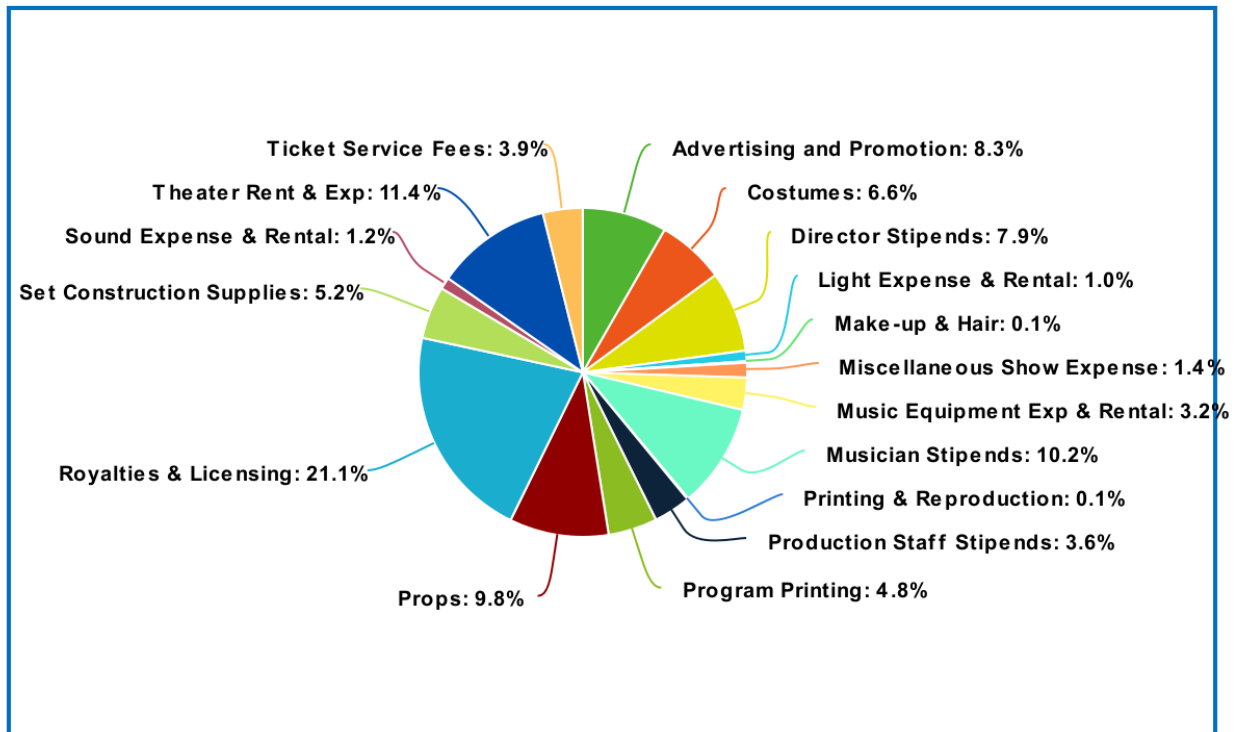


Money Talk

Even though DLO is a nonprofit organization, what we do is not free, so we would like to update you on our budget and costs from this past season (2017-18). Some shows have bigger budgets depending on their needs (e.g., the flying rig for *The Little Mermaid* in fall 2017 was very expensive, but was covered by extra donations). Here is the breakdown for total show expenses (both mainstage and youth) for the season (*The Little Mermaid*, *Curtains*, *Sister Act*, *The Big Bad Musical*, and *High School Musical*):

Production Expenses

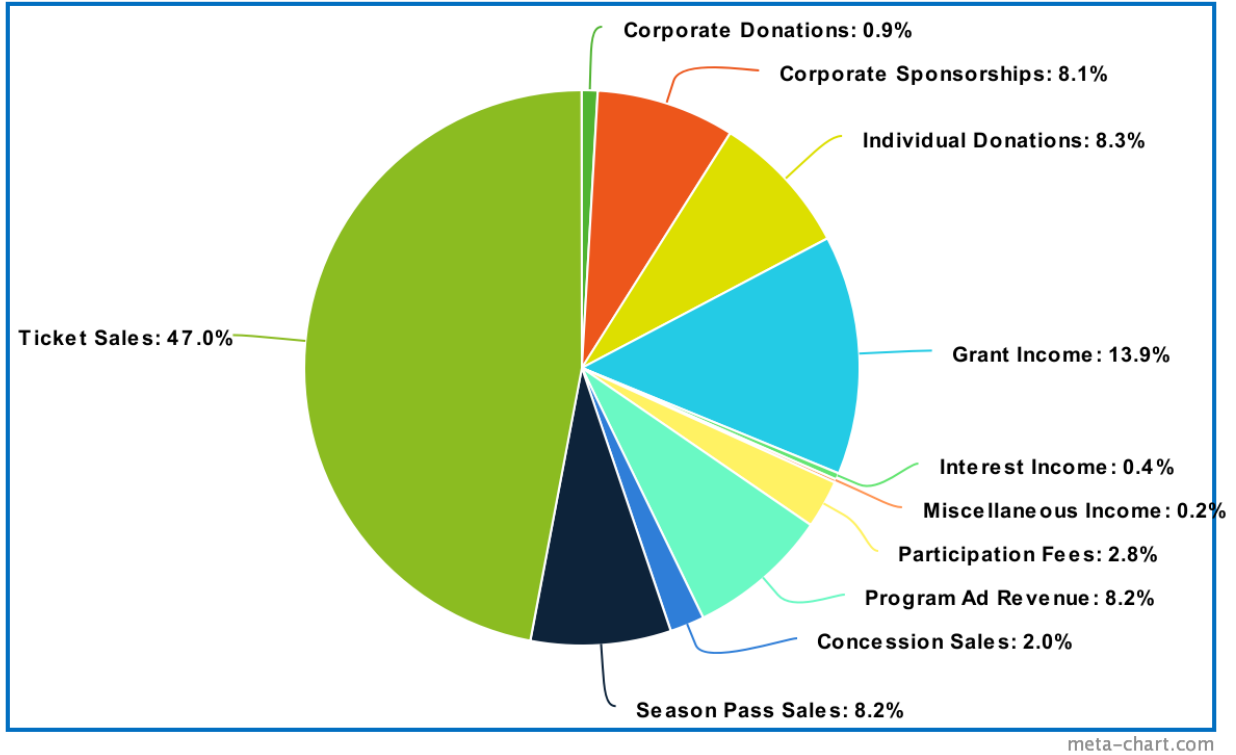


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To average out percentages over all shows, catering costs from dinner theater were excluded. You will note that the biggest drivers of our costs are “hidden but essential” categories like royalties (the licensing rights to put on the show). For non-musical plays, our friends at Red Mask Players pay around \$100 per performance, whereas musicals typically cost \$800-\$1000 in royalties per performance. Combined with theater space rental, this accounts for \$1 out of every \$3 we spend on our productions. The things that you, our patrons, actually see (like sets, costumes, programs, marketing materials and having a live orchestra) make up slightly under half of our actual costs for putting on a show.

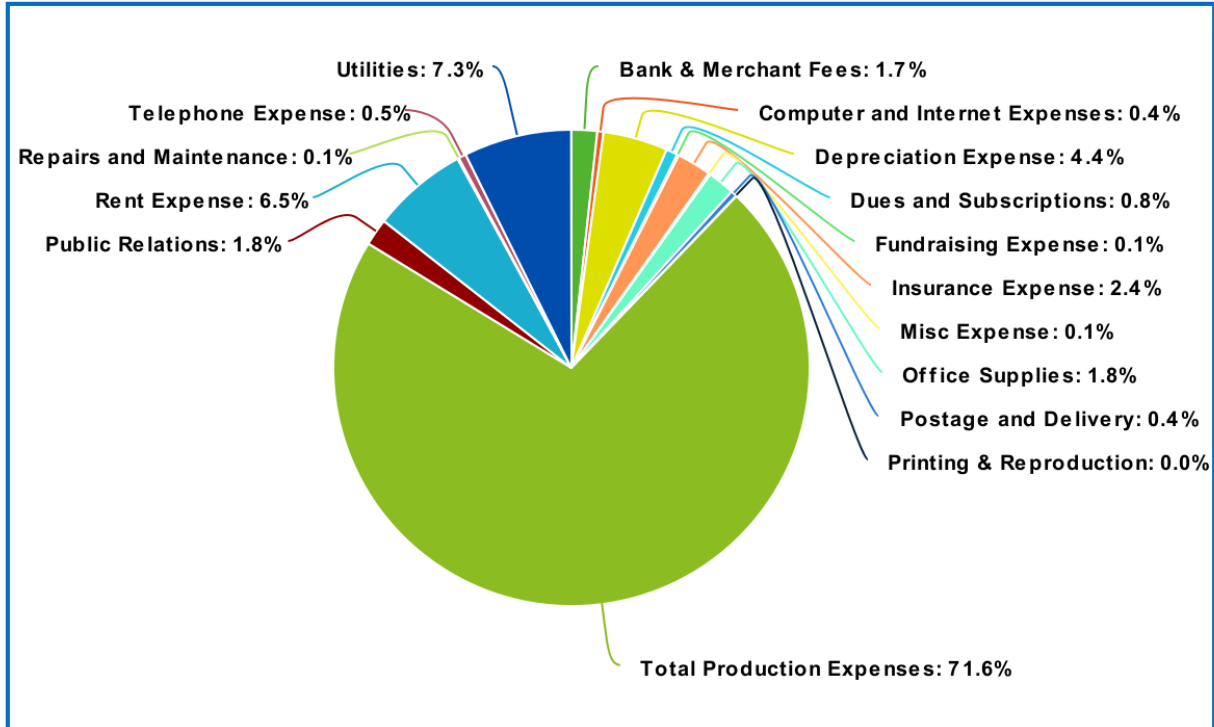
For those folks who are interested in how we work as an organization, the following represents our last fiscal year’s sources of income and expenditures. Ticket sales (individual tickets and season passes) account for just over half of our income. Grants, donations, and corporate support (ads, sponsorships) are essential to help us keep our ticket prices reasonable for Vermilion County.

Income, 2017-18



Nearly three-quarters of our expenditures are show expenses (production costs). On the administrative side, space rental (rehearsal space, set building and costume and prop storage) and utilities are the primary drivers. Please note what is **not** present on this graph: salaries! DLO operates on the generous donation of hundreds of hours of time per year from its volunteers. We ended the 2017-18 season just barely in the black. One of our current goals is to increase that margin, as we will very soon need to move to new set-building facilities, which will drastically increase our rental costs.

Expenses, 2017-18



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We are always glad to field questions, so feel free to get in touch if there is anything else we can help clarify. Thanks for all you do to support us—as our budget breakdowns clearly show, we only exist because of our wonderful patrons, members, donors, supporters and volunteers!