

INCOME

Item	Amount	Description
Organizational Memberships 16 Groups @ \$45.00 each	\$720.00	FY 2002-2003 there were 16 Organizational group members. Currently there are 9 Organizational group members. Due to the National Festival this coming FY we are projecting that NJTL can return to the 2002-2003 membership level. A membership drive flyer will also be sent out this year.
Individual Memberships 17 Individuals @ \$15.00 each	\$255.00	FY 2002-2003 there were 21 Individual members. Currently there are 13 Individual members. It should be feasible to project at least 4 additional members for a total of 17. A membership drive flyer will be sent out this year.
State Festival Gross Proceeds	\$3,800.00	State festival proceeds for FY 2002-2003 were \$3,079.00. Due to this being a National year we can probably expect a similar turnout. By adding a Silent Auction we can expect an increase of \$400.00 in revenue. (ESTA Fest 2002 Silent Auction proceeds were \$709.00.) Also added in the income is \$300.00 for program ads.
Festival Forms CD 15 States @\$10.00 each	\$150.00	NJTL will be marketing forms that can be used for administrative purposes by host theatre groups at state and regional festivals. The income figure is based on 30% of all states.
Children's Festival Grant	\$1,500.00	Smithville is giving NJTL a grant to host the Children's Festival.
Children's Festival Gross Proceeds	\$500.00	Due to the grant money, NJTL is expecting \$500.00 in proceeds for tickets, refreshments and photo sales.
Seminar Tickets \$10.00 each	\$130.00	NJTL would provide a day long seminar for a nominal fee. All refreshments and seminar leader's time would be donated to eliminate expenses. In order to generate more attendees, the seminar could be free to Organizational Reps and Individual Members who bring one paying attendee. If 1/2 of the forecasted members sign up and bring one paying attendee, that would make 26 attendees and \$130.00 in revenue.
Total Income	\$7,055.00	

EXPENSES

Item	Amount	Description
Administration	\$125.00	Monies used for day to day operations of the League. (i.e.. State of New Jersey Fees, supplies etc.).
State Festival Expenses	\$3,400.00	State festival expenses for FY 2002-2003 were \$4,038.00. If we hold the festival at another location without
		a fee, it would eliminate the \$414.00 cleaning bill from Rowan. AACT fees which we picked up that year
		will be passed on to the individual groups. This will eliminate \$200.00 from the expenses.
Festival Forms CD	\$45.00	Expenses for shipping and CD cost for 15 CD's @ \$3.00 each.
Children's Festival	\$1,500.00	For royalties and group expenses.
Insurance	\$535.00	NJTL events insurance.
WebPage	\$95.00	Annual fee for NJTL website.
Organizational Dues	\$130.00	ESTA and AACT dues.
ESTA Festival Registration	\$50.00	For State Festival winner.
ESTA Expenses	\$150.00	Money used to subsidize State Festival winner's expenses for Regional Festival.
National Festival Expenses	\$500.00	Money used to subsidize State Festival winner's expenses for National Festival if New Jersey wins the
		Regional Festival.
Total Expenses	\$6,530.00	

SUMMARY

Total Income	\$7,055.00
Total Expenses	\$6,530.00
Projected Net Income	\$525.00
<p>This is an attainable goal that is based on figures from previous years. In addition, there are some variables that could increase this net profit figure, such as not using the entire grant allocation for Children's Festival expenses, additional memberships, higher proceeds from the Seminar and, in a scenario we would hate to see, the New Jersey entry not winning the Regional Festival.</p>	