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	All		Group 6		Group 5		Group 4		Group 3		Group 2		Group 1	
<i>Total # of Part</i>	<i>(176)</i>		<i>(32)</i>		<i>(32)</i>		<i>(16)</i>		<i>(63)</i>		<i>(23)</i>		<i>(10)</i>	
<b>Federal</b>	103	17.5%	29	20.7%	21	19.0%	8	37.5%	29	13.8%	11	9.1%	5	0.0%
<b>State</b>	149	20.8%	23	30.4%	30	20.0%	14	14.3%	56	21.4%	20	15.0%	6	16.7%
<b>City/County</b>	131	24.4%	23	34.8%	24	25.0%	15	20.0%	47	25.5%	14	14.3%	8	12.5%
<b>Corporations</b>	163	44.8%	32	71.9%	30	56.7%	15	46.7%	59	33.9%	19	26.3%	8	12.5%
<b>Foundations</b>	169	50.3%	32	71.9%	32	59.4%	16	50.0%	60	46.7%	20	30.0%	9	11.1%
<b>Individuals</b>	175	33.1%	32	56.3%	32	37.5%	16	25.0%	63	31.7%	23	13.0%	9	11.1%
<b>Total</b>	176	58.5%	32	75.0%	32	71.9%	16	56.3%	63	58.7%	23	39.1%	10	10.0%

For the 103 theatres that reported unrestricted contributed income earmarked for education programs, the average amount was \$181,589, which represented 6% of their total unrestricted contributed income. In the two tables that follow, we present the average amount of unrestricted contributed income earmarked for education programs that theatres received, in dollar amounts and as a percentage of the total unrestricted contributed income that they received. Please note that all figures were calculated based only on those theatres that reported unrestricted contributed income earmarked for education programs. For example, 18 of the 176 TCG Fiscal Survey participants reported unrestricted contributed income from the federal government that was earmarked for education programs. For those 18 theatres, the average amount earmarked for education programs was \$42,441, which represented 68.0% of the total unrestricted contributed income that those theatres received from the federal government.

**UNRESTRICTED CONTRIBUTED INCOME EARMARKED FOR EDUCATION PROGRAMS**

		All	Group 6	Group 5	Group 4	Group 3	Group 2	Group 1
<b>Federal Government</b>	<i># of Resp</i>	<i>(18)</i>	<i>(6)</i>	<i>(4)</i>	<i>(3)</i>	<i>(4)</i>	<i>(1)</i>	<i>(0)</i>
	<b>Average</b>	<b>\$42,441</b>	<b>\$38,088</b>	<b>\$22,759</b>	<b>\$83,469</b>	<b>\$42,240</b>	<b>\$25,000</b>	—
	Min Max	\$9,000 \$135,212	\$9,000 \$70,000	\$20,000 \$25,000	\$50,000 \$185,212	\$10,000 \$128,960	\$25,000 \$25,000	— —
<b>State Government</b>	<i># of Resp</i>	<i>(31)</i>	<i>(7)</i>	<i>(6)</i>	<i>(2)</i>	<i>(12)</i>	<i>(3)</i>	<i>(1)</i>
	<b>Average</b>	<b>\$19,425</b>	<b>\$44,321</b>	<b>\$11,203</b>	<b>\$10,000</b>	<b>\$16,385</b>	<b>\$2,683</b>	<b>\$665</b>
	Min Max	\$610 \$190,091	\$3,660 \$190,091	\$2,135 \$21,000	\$10,000 \$10,000	\$610 \$50,540	\$2,500 \$3,000	\$665 \$665
<b>City/County Government</b>	<i># of Resp</i>	<i>(32)</i>	<i>(8)</i>	<i>(6)</i>	<i>(3)</i>	<i>(12)</i>	<i>(2)</i>	<i>(1)</i>
	<b>Average</b>	<b>\$19,900</b>	<b>\$29,776</b>	<b>\$34,436</b>	<b>\$16,539</b>	<b>\$11,635</b>	<b>\$750</b>	<b>\$1,250</b>
	Min Max	\$100 \$99,644	\$2,000 \$94,915	\$6,000 \$94,915	\$1,600 \$32,000	\$100 \$38,225	\$500 \$1,000	\$1,250 \$1,250
<b>Corporations</b>	<i># of Resp</i>	<i>(73)</i>	<i>(23)</i>	<i>(17)</i>	<i>(7)</i>	<i>(20)</i>	<i>(5)</i>	<i>(1)</i>
	<b>Average</b>	<b>\$66,651</b>	<b>\$139,371</b>	<b>\$59,370</b>	<b>\$25,929</b>	<b>\$20,454</b>	<b>\$10,518</b>	<b>\$7,500</b>
	Min Max	\$1,500 \$435,000	\$18,702 \$435,000	\$5,000 \$189,422	\$1,500 \$60,000	\$2,500 \$86,000	\$3,000 \$26,925	\$7,500 \$7,500
<b>Foundations</b>	<i># of Resp</i>	<i>(85)</i>	<i>(23)</i>	<i>(19)</i>	<i>(8)</i>	<i>(28)</i>	<i>(6)</i>	<i>(1)</i>
	<b>Average</b>	<b>\$92,349</b>	<b>\$192,974</b>	<b>\$91,935</b>	<b>\$61,117</b>	<b>\$38,417</b>	<b>\$14,817</b>	<b>\$11,000</b>
	Min Max	\$1,000 \$674,695	\$18,000 \$674,695	\$11,858 \$319,500	\$18,002 \$120,200	\$4,000 \$183,734	\$1,000 \$40,000	\$11,000 \$11,000
<b>Trustees and Other Individuals</b>	<i># of Resp</i>	<i>(58)</i>	<i>(18)</i>	<i>(12)</i>	<i>(4)</i>	<i>(20)</i>	<i>(3)</i>	<i>(1)</i>
	<b>Average</b>	<b>\$68,700</b>	<b>\$147,496</b>	<b>\$45,585</b>	<b>\$22,638</b>	<b>\$33,358</b>	<b>\$3,550</b>	<b>\$14,280</b>
	Min Max	\$250 \$1,295,066	\$250 \$1,295,066	\$2,500 \$185,582	\$575 \$43,990	\$575 \$312,777	\$1,500 \$6,300	\$14,280 \$14,280
<b>Total Unrestricted Contributed Income Earmarked for Education Programs</b>	<i># of Resp</i>	<i>(103)</i>	<i>(24)</i>	<i>(23)</i>	<i>(9)</i>	<i>(37)</i>	<i>(9)</i>	<i>(1)</i>
	<b>Average</b>	<b>\$181,589</b>	<b>\$461,468</b>	<b>\$159,476</b>	<b>\$120,112</b>	<b>\$71,841</b>	<b>\$20,744</b>	<b>\$34,695</b>
	Min Max	\$500 \$2,030,566	\$129,500 \$2,030,566	\$20,375 \$480,504	\$19,502 \$293,228	\$7,000 \$317,777	\$500 \$68,425	\$34,695 \$34,695

**PORTION EARMARKED FOR EDUCATION PROGRAMS AS A PERCENTAGE OF TOTAL UNRESTRICTED CONTRIBUTED INCOME FROM THE SOURCE**

		All	Group 6	Group 5	Group 4	Group 3	Group 2	Group 1
Federal Government	# of Resp	(18)	(6)	(4)	(3)	(4)	(1)	(0)
	Average	68.0%	47.9%	71.6%	80.7%	91.8%	100.0%	—
	Min Max	14.4% 100.0%	14.4% 100.0%	44.5% 100.0%	73.0% 100.0%	40.0% 100.0%	100.0% 100.0%	— —
State Government	# of Resp	(31)	(7)	(6)	(2)	(12)	(3)	(1)
	Average	20.5%	15.4%	21.4%	36.8%	37.3%	22.3%	39.9%
	Min Max	1.0% 100.0%	1.0% 100.0%	9.4% 51.2%	35.7% 37.9%	8.6% 100.0%	13.0% 46.9%	39.9% 39.9%
City/County Government	# of Resp	(32)	(8)	(6)	(3)	(12)	(2)	(1)
	Average	16.1%	8.3%	49.7%	55.9%	27.4%	9.4%	2.8%
	Min Max	1.1% 100.0%	1.1% 100.0%	20.0% 100.0%	31.0% 100.0%	5.3% 100.0%	6.5% 100.0%	2.8% 2.8%
Corporations	# of Resp	(73)	(23)	(17)	(7)	(20)	(5)	(1)
	Average	19.5%	18.8%	19.4%	30.8%	22.4%	22.2%	87.0%
	Min Max	1.2% 87.0%	2.1% 70.5%	1.2% 71.1%	5.0% 83.5%	6.1% 54.8%	8.7% 43.6%	87.0% 87.0%
Foundations	# of Resp	(85)	(23)	(19)	(8)	(28)	(6)	(1)
	Average	15.6%	19.8%	12.2%	11.3%	12.6%	12.1%	9.0%
	Min Max	0.6% 79.2%	4.9% 56.4%	1.2% 31.6%	5.2% 39.5%	1.5% 79.2%	0.6% 51.7%	9.0% 9.0%
Trustees and Other Individuals	# of Resp	(58)	(18)	(12)	(4)	(20)	(3)	(1)
	Average	4.3%	4.1%	3.2%	3.2%	9.4%	3.2%	12.8%
	Min Max	0.0% 51.2%	0.0% 34.6%	0.2% 29.1%	0.1% 9.0%	0.4% 51.2%	1.4% 5.8%	12.8% 12.8%
Total Earmarked Contributions as a % of Total Unrestricted Contributed Income	# of Resp	(103)	(24)	(23)	(9)	(37)	(9)	(1)
	Average	6.0%	6.6%	4.6%	5.4%	6.8%	4.5%	11.9%
	Min Max	0.1% 40.9%	2.0% 25.5%	0.7% 14.8%	1.1% 8.9%	0.4% 40.9%	0.1% 21.0%	11.9% 11.9%

**TOTAL EDUCATION INCOME**

146 of the 176 TCG Fiscal Survey 2013 participants (83%) received some kind of education-related income. The tables below present the average amounts that theatres received in combined earned and unrestricted contributed income as dollar amounts and as a percentage of their total unrestricted income. Again, all figures were calculated based only on those theatres that reported income related to education programs. It is important to note that many theatres conduct additional education programming for which they do not receive income.

**TOTAL INCOME RELATED TO EDUCATION PROGRAMS (EARNED AND CONTRIBUTED)**

	All	Group 6	Group 5	Group 4	Group 3	Group 2	Group 1
# of Resp	(146)	(30)	(31)	(14)	(51)	(16)	(4)
Average	\$359,751	\$785,118	\$494,168	\$397,094	\$147,684	\$27,479	\$30,026
Min Max	\$500 \$3,557,214	\$4,403 \$2,443,470	\$29,771 \$3,557,214	\$39,439 \$2,301,949	\$730 \$565,238	\$500 \$83,060	\$1,500 \$46,898

**TOTAL EDUCATION INCOME AS A PERCENTAGE OF TOTAL UNRESTRICTED INCOME (EARNED AND CONTRIBUTED)**

	All	Group 6	Group 5	Group 4	Group 3	Group 2	Group 1
# of Resp	(146)	(30)	(31)	(14)	(51)	(16)	(4)
Average	5.3%	3.9%	6.9%	10.4%	7.6%	3.6%	11.1%
Min Max	0.0% 54.3%	0.0% 17.5%	0.4% 45.5%	1.1% 54.3%	0.1% 43.0%	0.1% 12.2%	0.9% 36.6%

## TOTAL EDUCATION EXPENSES

151 of the 176 TCG Fiscal Survey 2013 participants (86%) reported expenses specifically related to education programs. In aggregate, theatres spent \$41.3 million, nearly 70% of which went towards salaries and benefits for education staff. It is important to note that some theatres that conduct education programs do not have designated education staff members, and that education activities often involve personnel beyond education staff, including other staff members, actors and other guest artists.

In the table that follows, we present the average amounts that theatres spent on education payroll, education fringe benefits and education non-payroll expenses, which could include non-salaried education personnel as well as supplies and materials. All figures were calculated based only on those theatres that reported education-related expenses.

EDUCATION EXPENSES								
		All	Group 6	Group 5	Group 4	Group 3	Group 2	Group 1
Education Payroll	# of Resp	(134)	(30)	(31)	(15)	(44)	(12)	(2)
	Average	\$179,670	\$401,910	\$220,124	\$136,222	\$66,581	\$15,330	\$18,888
	Min Max	\$2,800 \$1,561,564	\$39,813 \$1,515,972	\$40,000 \$1,561,564	\$27,151 \$444,499	\$11,667 \$223,138	\$2,800 \$42,003	\$12,750 \$20,025
Education Fringe Benefits	# of Resp	(125)	(30)	(31)	(15)	(41)	(7)	(1)
	Average	\$36,800	\$82,555	\$38,996	\$26,028	\$11,917	\$4,991	\$547
	Min Max	\$257 \$272,875	\$7,286 \$272,875	\$5,239 \$220,582	\$6,084 \$90,471	\$893 \$34,220	\$257 \$14,021	\$547 \$547
Education Non-Payroll	# of Resp	(146)	(29)	(31)	(15)	(54)	(16)	(3)
	Average	\$86,327	\$205,234	\$99,072	\$92,820	\$37,744	\$11,157	\$15,759
	Min Max	\$217 \$749,761	\$16,979 \$749,761	\$1,500 \$311,000	\$3,214 \$695,872	\$448 \$151,182	\$388 \$35,512	\$217 \$39,669
Total Education-Related Expenses	# of Resp	(151)	(30)	(31)	(15)	(54)	(17)	(4)
	Average	\$273,375	\$862,858	\$358,192	\$255,070	\$99,645	\$23,377	\$21,400
	Min Max	\$448 \$2,219,886	\$47,099 \$2,219,886	\$72,265 \$2025,520	\$47,755 \$1,187,956	\$448 \$299,590	\$793 \$78418	\$7,390 \$39,669

Finally, we present the average ratio of education expenses that went towards education payroll and benefits versus education non-payroll expenses. Please note that these figures were calculated based on the total number of theatres that reported education expenses of some kind.

RATIO OF EXPENSES RELATED TO PAYROLL & BENEFITS VS. NON-PAYROLL EDUCATION EXPENSES								
		All	Group 6	Group 5	Group 4	Group 3	Group 2	Group 1
	# of Resp	(151)	(30)	(31)	(15)	(44)	(12)	(2)
Education Payroll and Benefits	Average	69.5%	70.9%	72.3%	63.6%	63.5%	55.1%	44.8%
Education Non-Payroll Expenses	Average	30.5%	29.1%	27.7%	36.4%	36.5%	44.9%	55.2%

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