

The Town of Hilton Head Island Special Town Council Meeting

Wednesday, October 31, 2012

4:00 P.M.

AGENDA

As a Courtesy to Others Please Turn Off All Mobile Devices During
the Town Council Meeting

- 1) **Call to Order**
- 2) **FOIA Compliance** – Public notification of this meeting has been published, posted, and mailed in compliance with the Freedom of Information Act and the Town of Hilton Head Island requirements.
- 3) **New Business**
 - a. **Second Reading of Proposed Ordinance 2012-35**

Second Reading of Proposed Ordinance 2012-35 to amend Chapter 3 (Municipal Council) of Title 2 (General Government and Administration) of the Municipal Code of the Town of Hilton Head Island, South Carolina by amending Section 2-3-60 Compensation and Expenses; and provide for severability and an effective date.
 - b. **Discussion of Arts Center of Coastal Carolina Request for Release of Previously Approved ATAX Funds**
- 4) **Adjournment**

MEMORANDUM

TO: Town Council

FROM: Stephen G. Riley, AICP, Town Manager

RE: Proposed Ordinance Number 2012- 35 Compensation and expenses

DATE: October 16, 2012

CC: Gregory D. DeLoach, Esq., Assistant Town Manager
Brian Hulbert, Esq., Staff Attorney

Town Council made no changes to proposed ordinance Number 2012- 35, as a result of the first reading on October 16, 2012.

AN ORDINANCE OF THE TOWN OF HILTON HEAD ISLAND

ORDINANCE NO. 2012-

PROPOSED ORDINANCE NO. 2012-35

AN ORDINANCE TO AMEND CHAPTER 3 (MUNICIPAL COUNCIL) OF TITLE 2 (GENERAL GOVERNMENT AND ADMINISTRATION) OF THE MUNICIPAL CODE OF THE TOWN OF HILTON HEAD ISLAND, SOUTH CAROLINA BY AMENDING SECTION 2-3-60 COMPENSATION AND EXPENSES; AND PROVIDE FOR SEVERABILITY AND AN EFFECTIVE DATE.

WHEREAS, the Town Council of the Town of Hilton Head Island, South Carolina previously adopted Chapter 3 of Title 2 of the Municipal Code of the Town of Hilton Head Island, South Carolina and any subsequent amendments; and

WHEREAS, the Town Council has not had a salary increase in over sixteen years and compensation studies reflect that the salaries and benefits that are currently being paid to Town Council rank well below their fellow Councils; and

WHEREAS, the Town Council desires to provide incentive to encourage the citizens of the Town to run for office and to serve as members of Town Council and Mayor; and

WHEREAS, the Town Council desires to create parity in their salaries with their fellow municipal councils throughout the state;

NOW, THEREFORE, BE IT ORDERED AND ORDAINED BY THE TOWN COUNCIL OF THE TOWN OF HILTON HEAD ISLAND, SOUTH CAROLINA; AND IT IS HEREBY ORDERED ORDAINED BY AND UNDER THE AUTHORITY OF THE SAID TOWN COUNCIL, AS FOLLOWS:

NOTE: Underlined and bold-face typed portions indicate additions to the Municipal Code. ~~Stricken~~ portions indicate deletions to the Municipal Code.

Section 1. Amendment.

That Title 2 (GENERAL GOVERNMENT AND ADMINISTRATION) Chapter 3 (MUNICIPAL COUNCIL) is hereby amended as follows:

Section 2-3-60. Compensation and expenses.

- (a) The mayor and council members shall receive salaries as determined by the council; provided, no increase in such salaries shall become effective until the commencement date of the terms of two (2) or more members of council elected at the next general election following the adoption of the ordinance setting the salaries, at which time it will become effective for all members of council whether or not they were elected in such election.

(b) The salary to be received by the mayor shall be ~~ten thousand four hundred dollars (\$10,400.00)~~ **twenty five thousand dollars (\$25,000.00)** per year **and by the mayor pro tem** and by each council member shall be ~~seven thousand eight hundred dollars (\$7,800.00)~~ **twelve thousand eight hundred dollars (\$12,800) per year**. These salaries shall be paid in monthly installments in arrears to each appropriate individual during his or her service to the town.

(c) In addition to the base annual pay received for service on council, members and the mayor may be paid an attendance fee of ~~thirty three dollars (\$33.00)~~ **forty dollars (\$40.00)** per meeting for their attendance at any council committee meeting (except regularly scheduled town council meetings) and other council-related business meetings; mileage reimbursement shall be paid for all meetings except those held on Hilton Head Island.

(d) Maximum amount of payment. Payment for the council attendance fee shall be allowed up to the maximum amount authorized per fiscal year, as follows:

(1) Council members. Payment of base annual pay plus attendance fee shall not exceed ~~ten thousand eight hundred dollars (\$10,800.00)~~ **sixteen thousand eight hundred dollars (\$16,800.00)** per fiscal year;

(2) Mayor. Payment of base annual pay plus attendance fee shall not exceed ~~thirteen thousand nine hundred dollars (\$13,900.00)~~ **thirty thousand dollars (\$30,000.00)** per fiscal year.

(3) Mayor Pro Tem. Payment of base annual pay plus attendance fee shall not exceed seventeen thousand eight hundred dollars (\$17,800.00) per fiscal year.

(e) Other meetings. The council attendance fee shall be paid for the following types of meetings:

(1) A specially called meeting of the town council;

(2) A specially called work session of the town council; and

(3) Any other business at which the council member (at the discretion of the mayor or town council) is in attendance in their official capacity as a member of council, e.g., an official meeting with another governmental entity, a meeting with a town public body, a meeting of a town council subcommittee, town task force, or standing committee.

(f) Duplicate payments shall not be permitted. If a member accepts payment from another body for attendance, then that member shall not be entitled to compensation from the town.

(g) Method of payment. Payment of the attendance fee shall be made within ten (10) working days from submission.

(h) Required documentation. An affidavit of attendance form must be completed and signed by the council member, and submitted to the finance department by the last day of each month in order for payment of the attendance fee to be made. The affidavit provides for the recording of the date, time spent, location and the purpose of the meeting.

(i) Expenses. Members may also be reimbursed for actual expenses incurred in the conduct of their official duties.

(Ord. No. 83-5, 9-26-83; Ord. No. 85-18, § 1, 10-7-85; Ord. No. 89-13, § 1, 6-19-89; Ord. No. 96-37, § 1, 10-1-96; Ord. No. 2008-20, § 1, 8-5-08)

Section 2 Severability. If any section, phrase, sentence or portion of this Ordinance is for any reason held to be invalid or unconstitutional by any court of competent jurisdiction, such portion shall be deemed a separate, distinct and independent provision, and such holding shall not affect the validity of the remaining portions thereof.

Section 3. Effective Date. This Ordinance shall be effective upon adoption by the Town Council of the Town of Hilton Head Island, South Carolina.

PASSED, APPROVED, AND ADOPTED BY THE TOWN COUNCIL OF THE TOWN OF HILTON HEAD ISLAND, SOUTH CAROLINA ON THIS ____ DAY OF _____, 2012.

Drew A. Laughlin, Mayor

ATTEST:

By: _____
Vickie Pfannenschmidt, Town Clerk

First Reading: _____

Second Reading: _____

APPROVED AS TO FORM:

Gregory M. Alford, Town Attorney

Introduced by Council Member: _____

October 24, 2012

Mayor Drew Laughlin
Town Of Hilton Head Island
One Town Center Court
Hilton Head Island, SC 29928

Subject: Arts Center of Coastal Carolina

Dear Mayor Laughlin,

Due to a cash drain, as a result of the accumulated outlay required to maintain the 45,000 sf Arts Center of Coastal Carolina facility and grounds, the Arts Center would like to ask that its 2013 Accommodation Tax grant be released at this time.

To that end, we respectfully request to appear on the October 31, 2012 Town Council meeting agenda, so that we can explain the financial demands of the maintenance and capital improvements necessary for the Arts Center to remain a strong community asset.

This cash flow relief, with the advance of ATAX funds, is an interim step toward a much needed bigger picture discussion regarding a solution to the long term maintenance of the Arts Center building and grounds.

Thank you for your consideration of this request.

Sincerely,

Kathleen P. Bateson
President & CEO

Cc: Fred Beard, Chairman, Arts Center Board of Trustees
Rich Speer, Vice-Chairman, Board of Trustees
Bob Lee, Treasurer, Board of Trustees
Jeffrey Reeves, Sr. Vice-President & COO



ARTS CENTER
OF COASTAL CAROLINA

**Town of Hilton Head Island
Town Council Meeting**

4:00 pm Wednesday
October 31, 2012

**Town Hall
Ben Racusin Chambers
One Town Center Court, Hilton Head Island, SC**

Presented to: Mayor Drew Laughlin
Mayor-Pro Tem Ken Heitzke
Councilman Lee Edwards
Councilman Bill Ferguson
Councilman Bill Harkins
Councilman Kim Likins
Councilman George Williams
Town Manager Steve Riley

Presented by: Kathleen Bateson, President and CEO

Copies to: Fred Beard, Chairman, Arts Center Board of Trustees
Rich Speer, Vice-Chairman, Board of Trustees
Bob Lee, Treasurer, Board of Trustees
Jeffrey Reeves, Sr. Vice-President & COO

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Introductory Statement

Description of Operations:

Arts Center of Coastal Carolina programs, owns, operates and maintains a 45,000 square foot performing and visual arts facility on 4.6 acres, but without the standard municipal or university financial or facility affiliation of like organizations nationally.

For the benefit of visitors and residents, in its 17th year the Arts Center produces year round professional theater, presents jazz, contemporary music and dance, exhibits the visual arts, programs extensive education activities; and conducts three free community outreach festivals including the Town Christmas Tree Lighting (November), Taste of Gullah (February during the Gullah Celebration Month) and Youth ArtsFest (March).

The Arts Center has been a community venue for local dance, school, music and choral community groups as well as a venue for the Chamber of Commerce, Heritage Academy, Board of Elections and Beaufort County Bureau of Health and Human Services to name a few. The Arts Center is also the home to the HH Art League.

Arts Center X Two

The Arts Center is a cultural amenity to the Town of Hilton Head Island serving both the residents and visitors. In winning the Verner award as the state's Best Arts Organization in 2006, the Arts Center was specifically cited for its "cultural tourism impact on the region."

However, the Arts Center is really two operations and both need to be recognized:

- 1) The Arts Center is a multi-arts programming organization, servicing the visitor and the community, but which could administratively exist outside the building much like the HHSO which rents its venue at First Presbyterian;
- 2) The Arts Center is a 17 year old non-municipal or university affiliated physical 45,000 sf facility on 4.6 acres in Shelter Cove supported by patron funding.

1) The Arts Center as a Multi-arts Programming Organization

The Arts Center is the central arts destination and "arts information center" for visitors (a position we have aggressively cultivated over the last 12 years). The Hilton Head Island Chamber's campaign to attract high end visitors needs arts as well as good beaches, golf, and restaurants as reported by their own research. In that context, the Arts Center is very important to the visitor's experience – as well as a general community leisure and cultural option.

In 2006, upon receiving the prestigious Elizabeth O'Neill Verner Governor's Award – the highest state honor bestowed in the arts – the Arts Center was designated as the top arts organization in South Carolina, and was cited for:

- impact on cultural tourism in the region
- national recognition it brings to Hilton Head Island
- consistently high quality of its programming
- community service and outreach programs
- ability to reach out to people from many socioeconomic levels
- commitment to education

2) The Arts Center as non-affiliated 45,000 sf facility on 4.6 acres

Facility Maintenance

The cost of providing Arts Center services to the visitors and community is approximately \$3,600,000 which includes \$420,000+ spent on maintenance annually (without capital improvements). Furthermore, without the standard municipal or university financial affiliation of like organizations, the Arts Center which opened in March 1996, has spent \$4,934,844 on maintaining this facility for community and visitor use since FY1999-2012. Maintenance projections for FY13 will take the total to \$5,357,981. These expenses have eroded cash flow.

Also of interest is that we have approximately 200,000 footfalls annually which translates to well over 3,000,000 in wear and tear over the immediate life of the building. That is not surprising when you realize that the Arts Center operates 360 days a year and at least 16 hours a day. Because the public uses various rooms in the building each and every day, there is a need for constant repair and maintenance of the entire facility to ensure that the property remains attractive and operable for the public.

Capital Improvements

As the building has continued to age during these 16 years, there are safety improvements that must take place. In FY11 we replaced the sprinkler system fire pump since the original ceased to be operable. In 2001, at 5 years old, the HVAC had to be replaced. And we repaired only a portion of the roof in FY12 due to limited grant funds. There is no cash reserve for emergencies.

Air handling is extremely important at the Arts Center. In our climate, we need to skillfully handle humidity to control mildew issues that could sicken visitors, residents and staff, as well as destroy materials and fabrics like the massive (and expensive) mainstage curtains on stage.

The Disabilities Act requires the Arts Center, as a public auditorium, to have a compliant assisted listening system. In 2009 we had to replace the 13 year old obsolete radio listening system from the original 1996 installation and purchased an infrared system.

The porte-cochere "awning" has needed to be fully replaced for 7 years and each year the price goes up. As the main entrance to the building and the theater, it makes the Arts Center look deteriorated – the very perception the Town is trying to eliminate from the visitor experience.

Financial Considerations

1. The Theater program is the driver in incomes yielding nearly all of the \$1,434,637 in FY12 admissions – and the projected FY13 admissions is \$1,451,058. But most importantly, it is also the driver in patron and donor development. Therefore we strongly support the theater program in production values and marketing.

2. FY13 is the last of the ATAC forward funding 3 year phase-out. ATAC's FY13 recommendation is \$346,678 (90%) of our requested \$387,000. This is \$4,025 less than the Arts Center's grant in FY12 grant of \$350,703. The economy related sustained reduction of ATAX tourism funding has been difficult compared to the last grant of \$414,000 in 2009 which we had under the COL recommendation. We are currently below the 2002 level of \$350,000 long before the economic meltdown. ATAX funding generally represents approximately 10% of our budget.

3. Even with the fall out from the economy these last four years, we have still covered program and administrative expenses every single year since FY 99. There were five years where we

actually covered facility expenses too, however four of the years were prior to 2008 – and the fifth year was FY11 where we had a Wine Auction which (after a 4 year hiatus) netted \$254,000.

4. Patrons purchase a ticket, so our sales are as subject to discretionary income just as much as travel or dining out. Additionally we believe ticket prices have reached a ceiling as discretionary dollars continue to be very tight and are altering lifestyle expenditures.

5. Considering the net outcomes of FY09 through FY12 – 4 years now (with the exception of FY11 extraordinary WAG net) – it is apparent that there is a “new world order” as we forecast FY13 for our 17th year. And if this is the “new normal” then the Arts Center may need to reconfigure its business model because, without relief on the building expenses in order to open cash flow beyond ticket revenues and contributions, we will not be able to provide programming as it exists for visitors and residents, and which they are accustomed to enjoying.

Tourism Impact

Our visitor attendance statistics indicate that it would seem there is little doubt that the Arts Center is a cultural destination. National and international visitors, as well as residents continue to access this venue and participate in the diverse year round multi-arts programming which offers cultural and recreational activities that few communities our size can provide

The Arts Center is a major contributor to visitorship – as well as a community cultural arts amenity -- whose strong visual presence anchors the center of the Island (and possibly cultural district.). Employment recruiters and realtors consistently cite the presence of the Arts Center when touring new residents to the community, and often provide tickets to their prospect.

The Arts Center is a vital and integral part of the economic, civic and cultural fabric of Hilton Head Island. It significantly improves the quality of life on the Island and it provides an exceptional experience for Island visitors with an economic impact of \$14.2 M for its tourist attendees from beyond the 50 mile radius.

Summary

Undeniably, the Arts Center is a significant cultural accomplishment and amenity for a community of our size.

Equally undeniable, the Arts Center markets and delivers cultural tourism in an extraordinary manner not comparable to any other arts organization in the region.

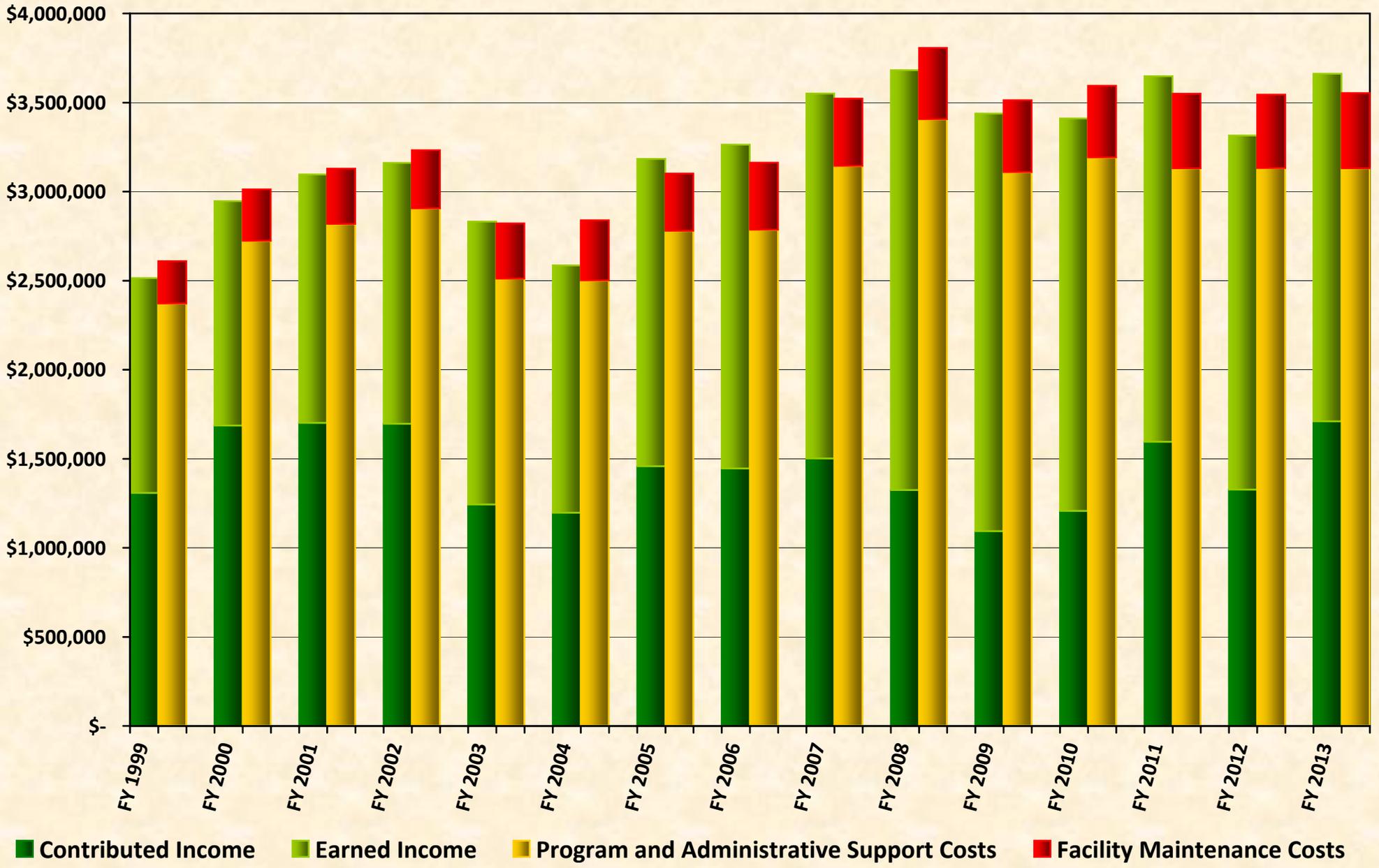
With that in mind, each year the Arts Center becomes a stronger partner with the Town of Hilton Head Island in its quest to increase our tourism revenues, while maintaining a balance of a desirable quality of life for our residents.

However, like other components of Hilton Head Island we are learning to financially live without being “world class” (although not for lack of desire!) but we definitely shouldn’t live without being “first class”.

As stewards of this community cultural asset, the Arts Center thanks you for your time and thoughtful consideration given to this introduction case statement and the following documents.

Arts Center Financial History

Incomes and Expenses



**Arts Center of Coastal Carolina
Operating and Facility Financial History
FY 1999 through FY 2013 Budgeted**

DESCRIPTION	Earned Income	Contributed Income	Total Income	Program and Administrative Support Costs	Operating Surplus/ (Deficit) before Maintenance & Interest	Maintenance Costs (Note 2)	Operating Surplus/ (Deficit) after Maintenance & before Interest	Interest Expense	Building Capital Improvements	Operating Cash Flow after Maintenance, Interest and Capital Improvements
FY 2013 Budgeted	\$ 1,951,840	\$ 1,709,511	\$ 3,661,351	\$ 3,130,344	\$ 531,007	\$ 423,137	\$ 107,870	\$ 107,870	\$ -	\$ -
FY 2012 Unaudited	\$ 1,988,920	\$ 1,325,989	\$ 3,314,909	\$ 3,131,383	\$ 183,526	\$ 412,957	\$ (229,431)	\$ 119,521	\$ 113,017	\$ (461,969)
FY 2011	\$ 2,053,596	\$ 1,594,290	\$ 3,647,886	\$ 3,129,709	\$ 518,177	\$ 419,739	\$ 98,438	\$ 99,997	\$ 50,937	\$ (52,496)
FY 2010	\$ 2,205,613	\$ 1,205,658	\$ 3,411,271	\$ 3,191,107	\$ 220,164	\$ 402,660	\$ (182,496)	\$ 111,126	\$ 22,790	\$ (316,412)
FY 2009	\$ 2,346,252	\$ 1,091,981	\$ 3,438,233	\$ 3,108,025	\$ 330,208	\$ 404,853	\$ (74,645)	\$ 89,830	\$ 40,678	\$ (205,153)
FY 2008	\$ 2,358,943	\$ 1,322,891	\$ 3,681,834	\$ 3,406,089	\$ 275,745	\$ 400,029	\$ (124,284)	\$ 88,837	\$ 23,560	\$ (236,681)
FY 2007	\$ 2,050,110	\$ 1,500,214	\$ 3,550,324	\$ 3,143,173	\$ 407,151	\$ 378,326	\$ 28,825	\$ 64,595	\$ 50,938	\$ (86,708)
FY 2006	\$ 1,819,109	\$ 1,444,393	\$ 3,263,502	\$ 2,785,774	\$ 477,728	\$ 376,526	\$ 101,202	\$ 97,762	\$ 54,916	\$ (51,476)
FY 2005	\$ 1,726,190	\$ 1,457,490	\$ 3,183,680	\$ 2,778,423	\$ 405,257	\$ 322,389	\$ 82,868	\$ 79,942	\$ 77,037	\$ (74,111)
FY 2004	\$ 1,389,320	\$ 1,196,357	\$ 2,585,677	\$ 2,500,287	\$ 85,390	\$ 338,957	\$ (253,567)	\$ 65,187	\$ 6,000	\$ (324,754)
FY 2003	\$ 1,589,143	\$ 1,242,026	\$ 2,831,169	\$ 2,510,016	\$ 321,153	\$ 311,906	\$ 9,247	\$ 56,940	\$ -	\$ (47,693)
FY 2002	\$ 1,465,669	\$ 1,695,570	\$ 3,161,239	\$ 2,904,979	\$ 256,260	\$ 327,308	\$ (71,048)	\$ 54,706	\$ 5,000	\$ (130,754)
FY 2001	\$ 1,395,870	\$ 1,700,656	\$ 3,096,526	\$ 2,817,553	\$ 278,973	\$ 311,552	\$ (32,579)	\$ 65,681	\$ 177,400	\$ (275,660)
FY 2000	\$ 1,260,677	\$ 1,685,064	\$ 2,945,741	\$ 2,723,433	\$ 222,308	\$ 289,142	\$ (66,834)	\$ 30,630	\$ 25,717	\$ (123,181)
FY 1999	\$ 1,206,710	\$ 1,307,385	\$ 2,514,095	\$ 2,371,029	\$ 143,066	\$ 238,499	\$ (95,433)	\$ 67,530	\$ 8,462	\$ (171,425)
Accumulative Total	\$ 26,807,962	\$ 21,479,475	\$ 48,287,437	\$ 43,631,323	\$ 4,656,114	\$ 5,357,981	\$ (701,867)	\$ 1,200,154	\$ 656,452	\$ (2,558,473)

NOTE 1:

Arts Center Fiscal Year is September 1 through August 31.

NOTE 2:

Arts Center Maintenance Costs Include:

Property Insurance Net of Contents Coverage, Electricity, Water & Sewer, Trash, Janitorial, Grounds Maintenance, Building Maintenance, Allocated Building Support Systems, (i.e. Network Infrastructure Maintenance, Generator Fuel, Telephone Infrastructure), Allocated Facility Maintenance Office Support, (i.e. Vehicle & Fuel, Cellular Communications, and Office Supplies/Postage), Facility Maintenance Direct Labor, Taxes & Benefits, and Allocated Management & Finance Support.

ARTS CENTER PROJECTED CAPITAL EXPENDITURES ESTIMATED BUDGET

DESCRIPTION	TOTAL
FACILITY AND GROUNDS RESTORED UP TO STANDARDS	
Facility General External:	
Porte-cochere and Colonnade Permanent Covering Replacement	\$220,000
80 Exterior Wall Sconces (Replaced with CFL Flood Lights)	\$21,600
Refinish and Paint Porte-cochere and Colonnade Support System	\$18,000
Stucco Replaced on Entire Building	\$250,000
Roof Replaced	\$150,000
Sub-total	\$659,600
Facility General Internal:	
Main Elevator Metal Trim Refurbished	\$6,800
Gallery Hardwood Floor Replaced	\$23,000
Carpet Replaced: All Offices & Hallways	\$48,000
Public Restrooms Improvements & Repairs: Includes replacing all fixtures, wall coverings & lighting.	\$32,500
Taylor Lobby Wall Covering Replacement (includes painting trim.)	\$6,800
2nd Floor Lobby Wall Covering Replacement (includes painting trim.)	\$5,200
Bank of America Community Room Wall Coverings, Paint and Furnishings	\$16,000
Sub-total	\$138,300
Facility Mechanical:	
Simplex Alarm and Fire Detector Control Panel	\$18,000
Generator Replaced	\$45,000
Replace Main HVAC Unit including Chiller	\$170,000
New Air handler System External and Internal	\$160,000
New HVAC Zoned Programmable Climate Controls Operator	\$7,000
Telephone System Replaced	\$32,000
Technology Updates/Replacements: Computers and Servers	\$70,000
Sub-total	\$502,000
Grounds:	
Sewer Main Excavated and Replaced	\$4,500
12 Bollards Replaced	\$24,800
38 Mushroom Lights Replaced	\$16,885
Park Benches Replaced	\$10,970
Trash Recepticals Replaced	\$3,200
Irrigation System Updated & Replaced	\$15,000
Parking Lot Resurfaced	\$25,000
Reset Brick Borders	\$7,800
Additional 200 amp 3/ph Power Distribution Panel	\$5,000
Sub-total	\$113,155
Theater Facility:	
Carpet Replaced: Elizabeth Wallace Theater & Hargray Lobby	\$49,380
Theater Seats Repaired & Original Upholstery Replaced.	\$130,160
Theater Chandelier Motor and Pulley System Replaced	\$4,500
Theater Walls Repainted	\$7,000
Sub-total	\$191,040

ARTS CENTER PROJECTED CAPITAL EXPENDITURES ESTIMATED BUDGET

DESCRIPTION	TOTAL
Theater Stage:	
Replace Stage Floor	\$50,000
Install Tracking Surface Deck	\$25,000
Purchase Computerized/Automated Stage Tracking Wench System	\$60,000
Complete Linesets (add 5)	\$25,000
Add Arbor Bullwinch for Linesets Weight Loads Safety	\$12,000
Replace Main Curtain	\$20,000
Replace Velour Drapes	\$75,000
Repair/Replace Pit Elevator	\$20,000
Replace Star Drop	\$25,000
Sub-total	\$312,000
Theater Lighting:	
Replace Light Control Board	\$40,000
Replace Dimmer Rack	\$100,000
Update Lighting Circuitry	\$15,000
Replace/Add DMX/Network Runs	\$10,000
Restock/Update Instrument Inventory	\$135,000
Cable/Multi/Connector Repair/Replace	\$10,000
Accessory/Devices Upgrades	\$20,000
Sub-total	\$330,000
Theater Sound/Video:	
Replace Sound Console	\$30,000
Update Audio Computer/Software	\$7,000
Augment Wireless mic system	\$10,000
Augment Wired mic system	\$5,000
Enhance Speakers/Monitors	\$20,000
Replace Patch Bay	\$25,000
Augment Speaker Patch lines	\$1,000
Audio Line Rerouting	\$10,000
Digital Snakes	\$10,000
Lower Sound Console Position	\$25,000
Replace Video Computers	\$8,000
Projector and Lens Purchase	\$30,000
Video Mixer	\$5,000
Multi-display Software	\$10,000
Sub-total	\$196,000
Production Shop:	
Bench Tool Replacement	\$15,000
Tig Welder	\$4,500
CNC Jigsaw	\$10,000
Pnuematic Tool Replacement	\$7,500
Paint Spray Booth	\$20,000
Cad Stations (3, with plotter and VectorWorks)	\$15,000
Sub-total	\$72,000
TOTAL FACILITY AND GROUNDS RESTORATION AND REPAIR	\$2,514,095

**These estimates do not include any funds to cover loss of revenue streams during major theater restoration work.*

**ARTS CENTER OF COASTAL CAROLINA
FY 2012 - 2013 OPERATING BUDGET BY DEPARTMENT WITH FIXED EXPENSE ALLOCATIONS**

Budget 2012 - 2013	Total	Theater	Presenting	Visual Arts	Education	Outreach	Rentals	Development	Administration
Earned Income:									
Admissions	\$ 956,183	\$ 821,642	\$ 134,541	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subscriptions	494,875	494,875	-	-	-	-	-	-	-
Field Trips & Tuition	41,233	-	-	-	40,613	620	-	-	-
Commissions on Sales	-	-	-	-	-	-	-	-	-
Concessions & Gifts	24,100	18,450	3,200	-	-	2,450	-	-	-
OnCenter Advertising	48,000	-	-	-	-	-	-	48,000	-
Rentals	44,161	-	-	23,790	-	-	20,371	-	-
Facility Fee	185,503	168,395	15,400	-	1,708	-	-	-	-
Other Income	12,785	3,350	585	-	-	-	-	6,450	2,400
Investment Income	115,000	-	-	-	-	-	-	-	115,000
Online Ticket Fees	30,000	25,138	4,862	-	-	-	-	-	-
Total Earned Income	\$ 1,951,840	\$ 1,531,850	\$ 158,588	\$ 23,790	\$ 42,321	\$ 3,070	\$ 20,371	\$ 54,450	\$ 117,400
Contributed Income:									
Government Grants - ATAC	\$ 354,678	\$ 323,906	\$ 27,810	\$ 1,117	\$ -	\$ 1,845	\$ -	\$ -	\$ -
Government Grants - SCAC/Other	21,493	-	-	-	-	6,000	-	15,493	-
Foundations	36,550	-	2,775	-	17,775	-	-	16,000	-
Individuals	624,800	-	-	-	-	-	-	624,800	-
Corporate/Business	122,500	5,000	5,000	-	12,500	2,500	-	97,500	-
Benefits - Special Events	295,950	-	-	-	-	-	-	295,950	-
Gifts in Kind	223,540	125,125	25,600	-	6,900	4,275	-	54,340	7,300
Special Major Gifts/Grants	30,000	-	-	-	-	-	-	30,000	-
Total Contributed Income	\$ 1,709,511	\$ 454,031	\$ 61,185	\$ 1,117	\$ 37,175	\$ 14,620	\$ -	\$ 1,134,083	\$ 7,300
Total Income	\$ 3,661,351	\$ 1,985,881	\$ 219,773	\$ 24,907	\$ 79,496	\$ 17,690	\$ 20,371	\$ 1,188,533	\$ 124,700
Expenses:									
Total Program Expenses	\$ 1,643,135	\$ 1,181,820	\$ 133,752	\$ -	\$ 67,368	\$ 12,884	\$ 4,434	\$ 242,569	\$ 308
Net Program Surplus/(Deficit)	\$ 2,018,216	\$ 804,061	\$ 86,021	\$ 24,907	\$ 12,128	\$ 4,806	\$ 15,937	\$ 945,964	\$ 124,392
Allocated Fixed Expenses:									
Salaries	\$ 1,278,985	\$ 622,062	\$ 62,393	\$ 5,983	\$ 80,719	\$ 35,077	\$ 50,496	\$ 268,777	\$ 153,478
Taxes	100,724	49,924	4,834	481	6,426	2,744	4,091	20,237	11,989
Benefits	71,528	38,212	3,845	357	2,113	2,379	3,172	20,720	730
Facility Maintenance Costs	335,631	236,458	13,381	23,074	18,227	2,442	14,605	18,160	9,284
Operation Overhead Expense	123,478	86,992	4,923	8,489	6,706	899	5,373	6,681	3,416
Total Allocated Fixed Expenses	1,910,346	\$ 1,033,648	\$ 89,376	\$ 38,384	\$ 114,190	\$ 43,542	\$ 77,737	\$ 334,575	\$ 178,896
Total Expenses	\$ 3,553,481	\$ 2,215,468	\$ 223,128	\$ 38,384	\$ 181,558	\$ 56,426	\$ 82,171	\$ 577,144	\$ 179,204
Operating Net Earnings	\$ 107,870	\$ (229,587)	\$ (3,355)	\$ (13,476)	\$ (102,062)	\$ (38,736)	\$ (61,800)	\$ 611,389	\$ (54,504)
Allocated Debt Service									
Interest Expense	\$ 107,870	\$ 75,997	\$ 4,300	\$ 7,416	\$ 5,858	\$ 785	\$ 4,694	\$ 5,837	\$ 2,984
Total Allocated Debt Service	107,870	75,997	4,300	7,416	5,858	785	4,694	5,837	2,984
Net Earnings After Debt Service	\$ (0)	\$ (305,583)	\$ (7,655)	\$ (20,892)	\$ (107,920)	\$ (39,521)	\$ (66,494)	\$ 605,552	\$ (57,488)

NOTES:

1. ATAC grants are a projected spread according to % of visitorship as documented September, 2011 to ATAC.
2. All Facility and Overhead expenses were prorated according to program usage.
3. Salaries are allocated to multiple program areas with exception of stage craft artisans who work exclusively in the Theater series.

Arts Center Operating Cash Flow Projection Summary

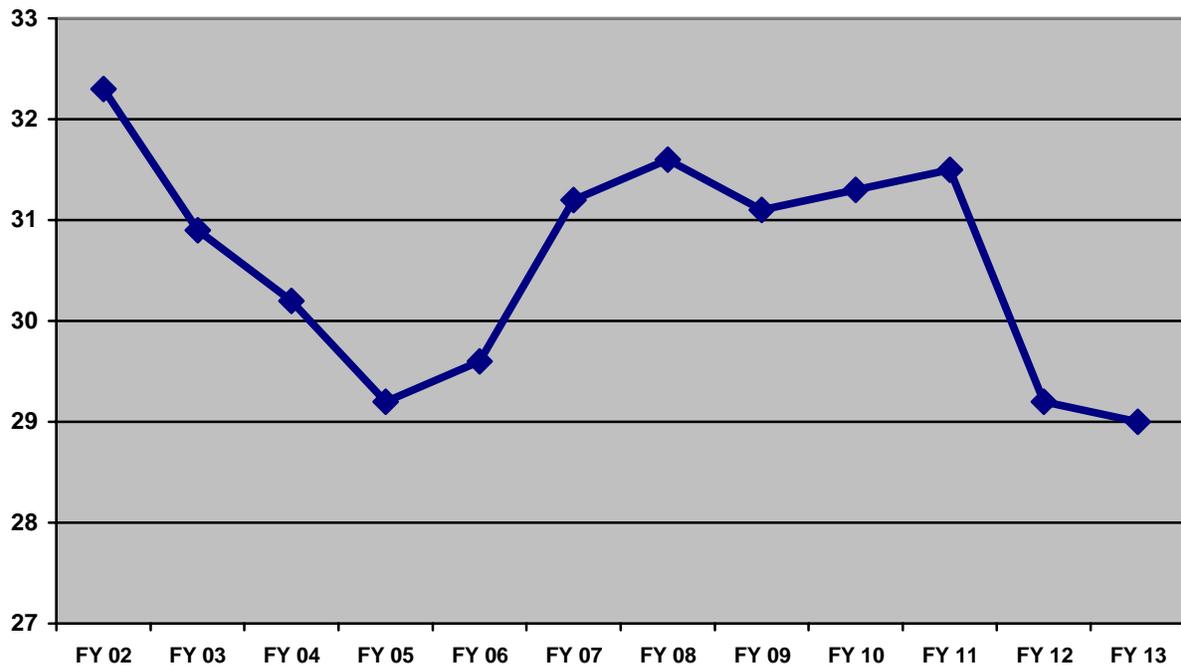
FY 9/1/2012 - 8/31/2013

	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	CUMMULATIVE
BEGINNING CASH BALANCE:	(\$83,218)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$83,218)
CASH INFLOW SEGMENTS:												
Earned Incomes Summary												
Admissions	\$95,892	\$45,796	\$110,620	\$48,889	\$115,811	\$67,502	\$71,896	\$105,506	\$103,940	\$166,640	\$12,710	\$945,202
Other Earned Incomes	\$27,700	\$32,959	\$22,169	\$20,647	\$26,048	\$21,998	\$16,892	\$29,672	\$23,032	\$30,085	\$100,537	\$351,738
Total Earned Incomes Summary	\$123,592	\$78,755	\$132,789	\$69,536	\$141,859	\$89,500	\$88,788	\$135,178	\$126,972	\$196,725	\$113,247	\$1,296,940
Contributed Incomes Summary												
Individual	\$69,250	\$65,200	\$125,750	\$20,000	\$15,750	\$41,000	\$40,500	\$40,750	\$55,000	\$66,000	\$65,000	\$604,200
Corporate	\$71,288	\$45,825	\$20,235	\$19,757	\$26,760	\$61,873	\$17,210	\$23,122	\$18,210	\$20,313	\$9,837	\$334,430
Foundations	\$9,000	\$5,550	\$0	\$7,500	\$0	\$5,000	\$0	\$0	\$0	\$6,000	\$0	\$33,050
Government	\$9,000	\$0	\$6,000	\$13,044	\$346,678	\$1,449	\$0	\$0	\$0	\$0	\$0	\$376,171
Special Benefit Events	\$28,950	\$0	\$0	\$0	\$0	\$267,000	\$0	\$0	\$0	\$0	\$0	\$295,950
Total Contributed Incomes Summary	\$187,488	\$116,575	\$151,985	\$60,301	\$389,188	\$376,322	\$57,710	\$63,872	\$73,210	\$92,313	\$74,837	\$1,643,801
Deferred Income and Other Cash Inflow	\$8,684	\$3,844	\$2,725	\$60	\$195	\$60	\$195	\$125,135	\$225,208	\$97,383	\$39,841	\$503,330
TOTAL CASH INFLOW	\$319,764	\$199,174	\$287,499	\$129,897	\$531,242	\$465,882	\$146,693	\$324,185	\$425,390	\$386,421	\$227,925	\$3,444,071
AVAILABLE CASH BALANCE	\$236,547	\$199,174	\$287,499	\$129,897	\$531,242	\$465,882	\$146,693	\$324,185	\$425,390	\$386,421	\$227,925	\$3,360,854
CASH OUTFLOWS SEGMENTS:												
Program Expenses Summary												
Project Expenses	\$94,147	\$130,286	\$132,756	\$71,659	\$97,598	\$84,397	\$118,839	\$177,197	\$94,957	\$130,425	\$31,428	\$1,163,689
Audience Expenses	\$58,003	\$60,438	\$24,936	\$35,236	\$20,171	\$85,446	\$31,151	\$17,736	\$20,701	\$25,137	\$4,492	\$383,447
Total Program Expenses Summary	\$152,150	\$190,724	\$157,692	\$106,895	\$117,769	\$169,843	\$149,990	\$194,933	\$115,658	\$155,562	\$35,920	\$1,547,136
Administrative Expenses Summary	\$122,577	\$155,866	\$115,991	\$101,244	\$113,888	\$112,212	\$110,201	\$149,584	\$111,817	\$110,861	\$100,743	\$1,304,984
Sub-total Cash Outflows After Prepaid, Program and Administrative Expenses	\$289,463	\$361,125	\$288,633	\$272,349	\$246,302	\$296,965	\$274,511	\$359,319	\$255,653	\$300,292	\$178,488	\$3,123,100
Facility Maintenance Expenses Summary	\$39,745	\$50,539	\$37,610	\$32,828	\$36,928	\$36,385	\$35,732	\$48,502	\$36,256	\$35,946	\$32,666	\$423,137
Sub-total Cash Outflows After Facility Maintenance Expenses	\$329,208	\$411,664	\$326,243	\$305,177	\$283,230	\$333,350	\$310,243	\$407,821	\$291,909	\$336,238	\$211,154	\$3,546,237
Debt Service Expense Summary	\$12,454	\$12,463	\$12,601	\$12,486	\$12,583	\$11,842	\$12,236	\$12,187	\$12,866	\$12,625	\$12,148	\$136,490
Other Cash Outflows Summary	\$14,736	\$14,535	\$14,950	\$64,210	\$14,645	\$14,910	\$14,320	\$14,802	\$28,178	\$33,869	\$41,825	\$270,980
TOTAL CASH OUTFLOWS	\$341,662	\$424,127	\$338,844	\$317,663	\$295,813	\$345,192	\$322,479	\$420,008	\$304,775	\$348,863	\$223,301	\$3,682,727
NET OPERATING CASH POSITION SUMMARY	(\$105,116)	(\$224,953)	(\$51,345)	(\$187,765)	\$235,429	\$120,690	(\$175,786)	(\$95,824)	\$120,615	\$37,558	\$4,623	(\$321,874)
OTHER NET CASH FROM LOC AND CAMPAIGN	\$160,250	\$64,552	(\$68,327)	(\$106,522)	(\$282,729)	(\$32,113)	\$89,811	(\$67,574)	(\$135,294)	(\$11,703)	\$50,585	\$377,082
NET CASH POSITION AFTER OTHER CASH	\$55,134	(\$160,401)	(\$119,672)	(\$294,287)	(\$47,301)	\$88,577	(\$85,974)	(\$163,398)	(\$14,679)	\$25,855	\$55,208	\$55,208

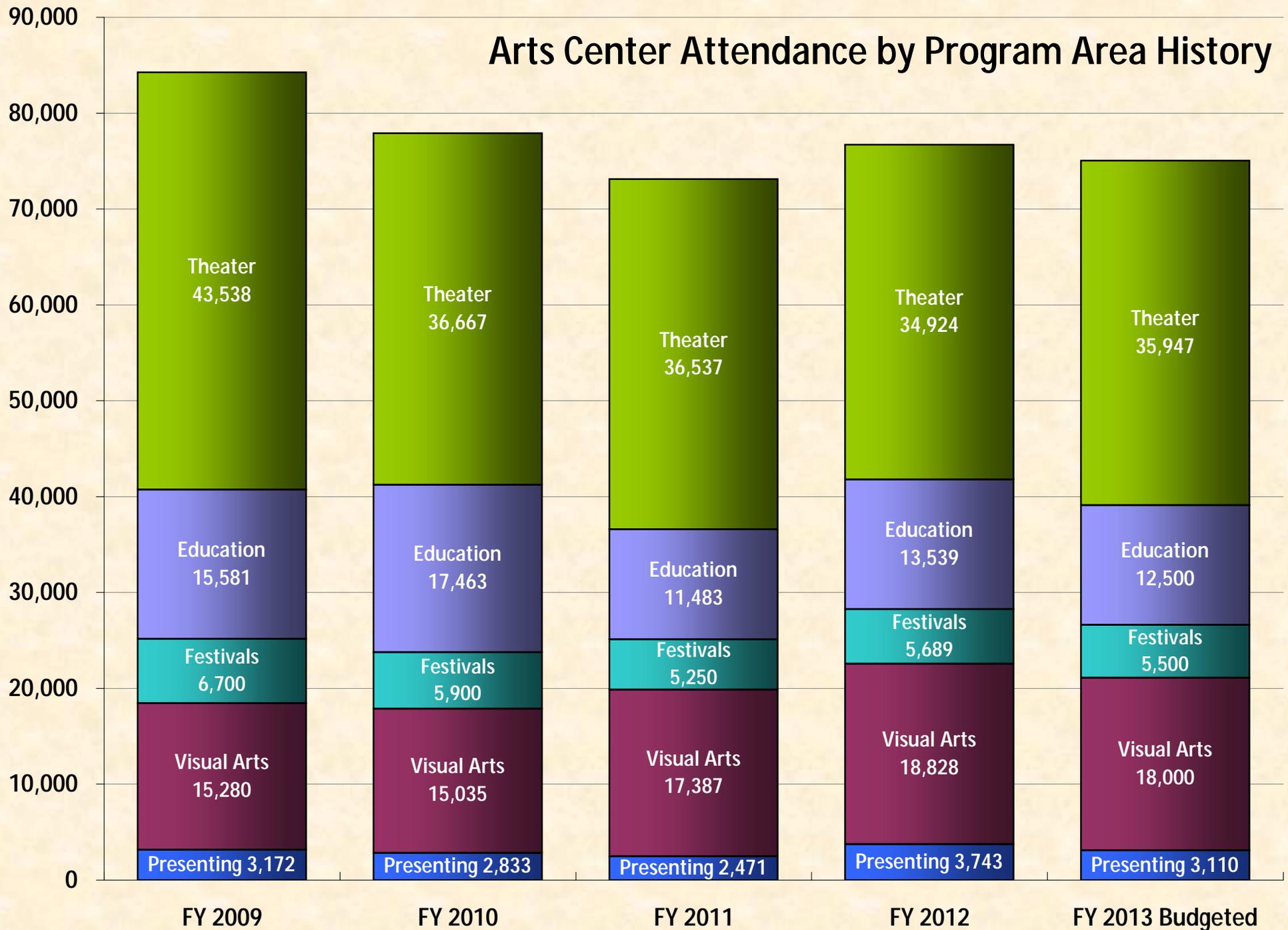
**ARTS CENTER OF COASTAL CAROLINA
FULL TIME EQUIVALENCY (FTE) HISTORY**

FISCAL YEAR	FTE
FY 13	29.0
FY 12	29.2
FY 11	31.5
FY 10	31.3
FY 09	31.1
FY 08	31.6
FY 07	31.2
FY 06	29.6
FY 05	29.2
FY 04	30.2
FY 03	30.9
FY 02	32.3

Arts Center FTE History



Arts Center Attendance by Program Area History



Arts Center of Coastal Carolina Economic Impact from 50 Mile Radius Visitorship History

(This information is extrapolated per Susan Thomas, Vice President, Visitor & Convention Bureau, using each year's visitor statistics and the estimated Visitor Profile and Conversion Factors Report.)

2011-2012 ECONOMIC IMPACT FROM VISITORSHIP

PROGRAM	TOTAL ATTENDING	% VISITORS	TOTAL VISITORS	VISITOR PARTY SIZE	TOTAL VISITOR PARTIES	TOTAL \$ SPENT PER PARTY	TOTAL IMPACT
Theater/Presenting	36,279	24%	8,707	2.5	3,483	\$3,543	\$12,339,504
Visual Arts**	355	2%	7	2.5	3	\$3,543	\$10,629
Outreach Festivals	5,689	27%	1,536	2.5	614	\$3,543	\$2,175,402
Totals	42,323		10,250		4,100		

TOTAL VISITORSHIP ECONOMIC IMPACT: \$14,525,535

***The Bank of America Community Room is used for education programming artwork exhibits.*

2010-2011 ECONOMIC IMPACT FROM VISITORSHIP

PROGRAM	TOTAL ATTENDING	% VISITORS	TOTAL VISITORS	VISITOR PARTY SIZE	TOTAL VISITOR PARTIES	TOTAL \$ SPENT PER PARTY	TOTAL IMPACT
Theater/Presenting	36,779	22%	8,091	2.5	3,237	\$3,543	\$11,467,104
Visual Arts*	3,121	26%	811	2.5	325	\$3,543	\$1,150,001
Outreach Festivals	5,250	26%	1,365	2.5	546	\$3,543	\$1,934,478
Totals	45,150		10,268		4,107		

TOTAL VISITORSHIP ECONOMIC IMPACT: \$14,551,583

**The Walter Greer Gallery was leased by the Art League of Hilton Head as of December 1, 2010.*

2009-2010 ECONOMIC IMPACT FROM VISITORSHIP

PROGRAM	TOTAL ATTENDING	% VISITORS	TOTAL VISITORS	VISITOR PARTY SIZE	TOTAL VISITOR PARTIES	TOTAL \$ SPENT PER PARTY	TOTAL IMPACT
Theater/Presenting	37,172	18%	6,691	2.5	2,676	\$3,543	\$9,482,429
Visual Arts	15,035	32%	4,811	2.5	1,924	\$3,543	\$6,818,433
Outreach Festivals	5,900	27%	1,593	2.5	637	\$3,543	\$2,257,600
Totals	58,107		13,095		5,238		

TOTAL VISITORSHIP ECONOMIC IMPACT: \$18,558,461

2008-2009 ECONOMIC IMPACT FROM VISITORSHIP

PROGRAM	TOTAL ATTENDING	% VISITORS	TOTAL VISITORS	VISITOR PARTY SIZE	TOTAL VISITOR PARTIES	TOTAL \$ SPENT PER PARTY	TOTAL IMPACT
Theater/Presenting	44,941	23%	10,336	2.5	4,135	\$3,190	\$13,189,491
Visual Arts	15,280	30%	4,584	2.5	1,834	\$3,190	\$5,849,276
Outreach Festivals	6,700	28%	1,876	2.5	750	\$3,190	\$2,393,814
Totals	66,921		16,796		6,719		

TOTAL VISITORSHIP ECONOMIC IMPACT: \$21,432,581

**ARTS CENTERS AND THEATER VENUES INFORMATION
MUNICIPAL AND UNIVERSITY AFFILIATIONS**

VENUE	LOCATION	SQ. FT.	# SEATS	USE	OWNED BY	FUNDED BY	OCCUPANCY AGREEMENT	CALENDAR/PROGRAMMING MANAGED BY	ANNUAL MAINTENANCE FUNDED BY	CONTACT INFO
Arts Center of Coastal Carolina	Hilton Head Island, SC	45,000	A. 350 Seat Mainstage B. 99 Seat Blackbox	Performing and Visual Arts: Producing, Presenting and Community	Arts Center of Coastal Carolina	\$900,000 Land donated by Greenwood Development Corp.; \$3 Million State of South Carolina Bond Issue; \$2.14 Million Town of Hilton Head Island ATAX Funds; \$150,000 Beaufort County; \$120,000 South Carolina Department of Parks, Recreation and Tourism; \$3.7 Million Corporate and Individual Donors	N/A (Arts Center of Coastal Carolina is the sole owner.)	Arts Center of Coastal Carolina Management Staff	Arts Center of Coastal Carolina	Kathleen Bateson 843-686-3945
Bowling Green State University Wolfe Center of the Arts	Bowling Green, OH	93,000	400	Performing Arts: University and Community	Bowling Green State University	\$8.7 State of Ohio; \$1.7 Million Wolfe Family Foundation; \$11.7 Million Major Individual Donors	N/A (Managed by Bowling Green State staff.)	Wolfe Center Management Staff	Bowling Green State University Budget	Jim Dachik 419-372-0370
Cincinnati Playhouse	Cincinnati, OH	55,000	A. 626 Seat Mainstage B. 225 Seat Theater	Performing Arts: Producing	City of Cincinnati Park Board	City of Cincinnati Park Board	No lease payments, however the Playhouse has an arrangement (established in 2010) where a per ticket surcharge is paid to the Cincinnati Park Board. This averages \$50,000 per year.)	Cincinnati Playhouse Staff	Cincinnati Playhouse	Beth Holmes 513-345-2242
Durham Performing Arts Center	Durham, NC	100,000	A. 2,712 Seat Mainstage	Performing Arts: Presenting and Community	City of Durham	\$33.7 Million City of Durham Certificates of Participation; \$7.5 Million Duke University; \$6.8 Million Major Corporate/Individual Donors	N/A (Contracts: Programmed by Nederlander Producing Company; Facility and other programming managed by PFM Group)	Nederlander and PFM Contracted Management Groups	PFM Group budgets a portion of operating maintenance with the City of Durham funding the rest.	Adrienne Quick-Wright 919-688-3722
Eastern Kentucky University Center for the Arts	Richmond, KY	128,885	A. 2,100 Seat Mainstage B. 250 Seat Black Box	Performing Arts: Presenting and University	Eastern Kentucky University	\$30 Million State of Kentucky Funding	N/A (Managed by Eastern Kentucky University)	Eastern Kentucky University Center Management Staff	Eastern Kentucky University Budget	Jill Price 859-622-7469 Skip Daugherty 859-544-1260
Ferst Center for the Arts	Atlanta, GA	45,000	1,159	Performing and Visual Arts: University and Community	Georgia Tech University	\$3.75 Million Callaway Foundation; \$3.75 State of Georgia Matching Gift (Recently went through a \$3.8 Million renovation funded by Georgia Tech fundraising efforts.)	N/A (Managed by Georgia Tech Ferst Center Staff)	Ferst Center Client Services Manager	Georgia Tech University Facility Budget	Jack Rogers 404-894-2787
Francis Marion University Performing Arts Center	Florence, SC	61,000	A. 849 Seat Mainstage B. 100 Seat Black Box C. 500 Seat Amphitheatre	Performing Arts: University, Community, and University	Francis Marion University	\$12 Million State of South Carolina; \$3 Million City of Florence; \$1 Million Doctors Bruce & Lee Foundation; \$3 Million in Major Corporate/Individual Donors	N/A (Managed by FMU Performing Arts Center Staff)	Francis Marion University PAC staff	Francis Marion University Budget	Laura Sims 843-661-1720
Gaillard Municipal Auditorium (Originally built in 1968. Renovation 2012-2015) (NOTE: With operations shut down for the renovation, Cam Patterson was not available for this research. All the information is a result of web research and recent articles.)	Charleston, SC	260,000	1,800	Performing Arts: Presenting and Community	City of Charleston	City of Charleston; \$30 Million TIF District; \$18 Million New Markets Tax Credits; \$23 Million General Obligation Bond. Major Corporate/Individual Donors: \$71 Million	N/A (Managed by City of Charleston Special Facilities Division. Also, will house city offices previously rented.)	City of Charleston Special Facilities Division	City of Charleston	Cam Patterson 843-577-7400
Jackson Hole Center for the Arts	Jackson Hole, WY	70,000	525	Performing and Visual Arts: Presenting and Community (Also home to 19 arts and education organizations.)	Facility: Community Center for the Arts Land: City of Jackson Hole and Teton County	\$28 Million Major Corporate/Individual Donors; \$7 Million Financing	None. Land Leased for \$1 per year for 98 years.	Community Center for the Arts	Community Center for the Arts (Lori commented that they too are struggling with maintenance on the facility and they are working on the city and county to support their maintenance.)	Lori Bantekas 307-733-4900
Livermore Valley Performing Arts Center	Livermore, CA	34,000	A. 500 Seat Mainstage	Performing Arts: Presenting	Livermore Valley Performing Arts Center	A. \$22.8 Million from State of California tax-exempt bond sale. (NOTE: 2,000 Seat Tri-Valley Regional Theater is currently in process of being developed in partnership with City of Livermore with a goal to open in 2014.)	N/A (Land was purchased from the City of Livermore for \$1)	Livermore Valley PAC Staff	Livermore Valley PAC Operations	Jole Mendoza 925-583-2307
Myrtle Beach Performing Arts Center (The city did include the original \$7.1 Million as part of their budget for several years but when the local arts groups failed to establish a fundraising campaign, they removed it from the budget. It now has evolved into a city initiative as part of their existing convention center and will be voted on via referendum April or May 2013.)	Myrtle Beach, SC	33,000	A. 1,000 Seat Mainstage B. 160 Seat Black Box	Performing and Visual Arts: Producing, Presenting and Community	City of Myrtle Beach; Tied to their existing Convention Center	Original Agreement: \$7.1 Million City of Myrtle Beach; \$2.5 Million Major Corporate/Individual Donors Current Plan In Process: Referendum on the ballot in April or May 2013 to fund the construction of a now \$10 Million center with a 3 to 4 millage rate.	N/A; Managed by adding City of Myrtle Beach staff	Management Staff hired by City of Myrtle Beach	Mark Kruea said they need to refine the referendum but may look at adding it as part of the millage.	Mark Kruea, City of Myrtle Beach Public Information Officer 843-918-1000
Newberry Opera House	Newberry, SC	30,000	426	Performing Arts: Presenting	City of Newberry	\$300,000 State of South Carolina; \$3.2 Million TIF District; \$1.5 Million Major Corporate/Individual Donors	Leased from City of Newberry for \$1 per year.	Newberry Opera House	Newberry Opera House and Foundation	Debra Smith 803-276-5179
Pace Center	Parker, CO	50,000	A. 536 Seat Theater B. 250 Seat Amphitheater	Performing and Visual Arts: Presenting and Community	Town of Parker	\$21.7 Million Town of Parker Certificates of Participation	Owned and operated by the Town of Parker. The operating staff is hired by the town, also.	Pace Center Facility/Events Manager	Town of Parker Budget	Michael Schliot 303-805-6800
Peace Center	Greenville, SC	120,000	A. 2,100 Seat Concert Hall B. 400 Seat Theater C. 1,100 Seat Amphitheatre	Performing Arts: Presenting and Community	Land - City of Greenville; Buildings - Peace Center Foundation NOTE: The Peace Center Foundation was the result of the actions by the City of Greenville; completely fostered, promoted and supported in its genesis.	1990: Inception \$6 Million State of South Carolina; \$6 Million City of Greenville; \$1.2 Million Greenville County; \$3 Million Dorothy Hipp Gunter; \$10 Million Peace Family; 16 Million in Major Corporate/Individual Donors (\$42 Million Total) 1992: Endowment for Facility Operation raised \$10 Million from Peace Family; \$6.5 Million Major Corporate/Individual Donors 2010: Renovations/Expansion \$1 Million Greenville County; \$2.5 Million City of Greenville; \$1.5 Million TD Bank; \$5 Million Peace Family; \$11.5 Million Major Corporate/Individual Donors (Total of \$21.5 Million)	Land leased by the City of Greenville to the Peace Center Foundation for \$1 per year for 99 years.	Peace Center Management	Peace Center Foundation	Carrie Moore 864-679-9216
RiverCenter for the Performing Arts	Columbus, GA	245,000	A. 2,000 Seat Mainstage B. 430 Seat Theater C. 150 Seat Black Box	Performing Arts: Presenting, University and Community	Georgia Department of Natural Resources	\$86 Million Public/Private challenge; \$17 Million State of Georgia appropriation; \$25 Million Bradley-Turner Foundation matching pledge	N/A (RiverCenter, Inc. is responsible for operating this property of the Georgia Department of Natural Resources)	RiverCenter, Inc. Staff	RiverCenter, Inc.	Jannina McPherson 706-256-3620
Seton Hill University Performing Arts Center	Greensburg, PA	71,000	A. 470 Seat Concert Hall B. 200 Seat Theatre	Performing Arts: University and Community	Seton Hill University	University raised \$21 Million from Private Donors	N/A (Managed by Seton Hill University Staff)	Seton Hill University Management Staff	Seton Hill University Budget	724-838-2491
Sottile Theater	Charleston, SC	57,638	785	Performing Arts: College and Community	College of Charleston	College of Charleston	N/A (Managed by College of Charleston Staff)	College of Charleston Management Staff/Events Manager	College of Charleston Budget	Amy Orr 843-953-4821
Zach Theatre (Two Venues)	Austin, TX	Venue 1: 26,196 Venue 2: 32,000	Venue 1 A. 230 Seat B. 130 Seat Venue 2 A. 430 Seat	Performing Arts: Producing	Sits on City of Austin parkland; City of Austin owns facility; Programming operated by the Zach.	Venue 1 1985 \$3.57 Million City of Austin Bond Issue Venue 2 2006 \$10 Million City of Austin Bond Issue and \$12 Million from Major Corporate/Individual Donors	The Zach has a facility operating agreement with the City of Austin, as well as a \$1 per year lease for the city parkland.	Zach Theatre	Zach Theatre (which includes the City of Austin providing \$60,000 to assist in maintaining the city owned buildings.)	Linda Wilson 512-476-0594 X. 227