**Appendix 4 - Income & Expenditure**

(All figures are net unless otherwise stated)

**Expenditure:**

* Marketing £100
* Front of Manager x6 hrs £75.00
* 2 Box office staff x2 hrs £34.00
* Duty Technician x 8 hrs £95.00
* Utilities x8 hrs £31.00

Total Value: **£335.00**

**Income:**

*Example: Net ticket yield £15, 80/20 box office split, 50% sales*

* % of ticket sales £763.50 (20%)
* Bar sales £291 (1/3 of audience buying one drink @ £3.50)
* Booking Fees £150 (66% of tickets paid booking fee)

Total Income: **£1,204.50**