

SPOTLIGHTERS
Profit & Loss Budget Overview

September 2011 through August 2012

	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12	May 12	Jun 12	Jul 12	Aug 12	TOTAL Sep '11 - Aug 12
Ordinary Income/Expense													
Income													
5000 - Investments													
45030 - Interest-Savings, Short-term CD													0.00
Total 5000 - Investments													0.00
5100 - Income													
5110 - Theatre Income (Programs)													
5111 - Ticket Sales	1,500.00	4,500.00	6,500.00	6,500.00	6,500.00	5,500.00	5,500.00	6,500.00	6,500.00	4,500.00	4,000.00	4,000.00	62,000.00
5112 - Program Ads	400.00	375.00			375.00			375.00			375.00		1,900.00
5113 - Subscriptions	120.00	485.00	460.00	330.00	270.00		135.00			866.50	337.50	1,241.00	4,245.00
5114 - Gift Certificate	100.00			100.00							100.00		300.00
Total 5110 - Theatre Income (Programs)	2,120.00	5,360.00	6,960.00	6,930.00	7,145.00	5,500.00	5,635.00	6,875.00	6,500.00	5,366.50	4,812.50	5,241.00	68,445.00
5200 - Grants & Donation Income													
5210 - General Grants													
5211 - Partner	600.00	1,500.00	300.00	1,500.00	1,000.00	100.00	850.00	400.00	300.00	2,000.00	1,500.00	1,500.00	11,550.00
5214 - Foundation Grant													
5214-1 Baker Fund		5,000.00											5,000.00
5214-2 Laverna Hahn Trust			5,000.00										5,000.00
5214-3 Rouse Foundation													
5214-4 TRowePriceFnd													
5214-5 Cooper Family Fund													
5214-6 Middendorf Foundation													
5214-7 Macht Foundation			1,000.00										1,000.00
5214-8 John Leidy Foundation													
5214-9 Foley Foundation													
5214-10 BHT					4,000.00								4,000.00
Total 5214 Foundation Grant		5,000.00	6,000.00		4,000.00								15,000.00
5215 - Government Grants													
5215-1 - FreeFallProgram	300.00			200.00									500.00
5215-2 - BOPA - Baltimore City													
5215-3 - Federal													
Total 5215 - Government Grants	300.00	0.00	0.00	200.00	0.00								500.00
5216 - Fallen Branches													
Total 5210 - General Grants	900.00	6,500.00	6,300.00	1,700.00	5,000.00	100.00	850.00	400.00	300.00	2,000.00	1,500.00	1,500.00	27,050.00
5220 - Educational Program Grants													
5222 Academy Donations-Individual									250.00				250.00
5223 - Academy Grants-Foundation													0.00
5223-0 Foundation Other													0.00
5223-1 Wright Family Foundation				6,000.00									6,000.00
5223-2 Howard Rollins Foundation										500.00			500.00
5223-3 TRowePrice Foundation													
5223-4 Clayton Baker Trust									1,000.00				1,000.00
Total 5220 - Educational Program Grants				6,000.00					1,250.00				7,250.00
5250 - Improvements - Theatre													
5252 - Theatre Seats													
5253 - Tech Booth Renovations													
Total 5250 - Improvements - Theatre													
Total 5200 - Grants & Donation Income	900.00	6,500.00	6,300.00	7,700.00	5,000.00	100.00	850.00	400.00	1,550.00	2,000.00	1,500.00	1,500.00	34,300.00
5300 - House Income													
5310 - Concession Sales		75.00	300.00	50.00	200.00	250.00	350.00	75.00	150.00	100.00	100.00	100.00	1,750.00
5320 - Souvenir Sales		25.00	200.00	300.00	75.00	25.00	25.00	300.00	50.00	150.00	250.00	50.00	1,450.00

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5330 - Misc Income													0.00
Total 5300 - House Income	0.00	100.00	500.00	350.00	275.00	275.00	375.00	375.00	200.00	250.00	350.00	150.00	3,200.00
5400 - GALA Income													
5410 - GALA Silent Auction Income			650.00										650.00
5420 - GALA Ticket Sales		500.00	1,000.00										1,500.00
5430 - GALA Donations		250.00	500.00										750.00
Total 5400 - GALA Income		750.00	2,150.00	0.00									2,900.00
5500 - Education Income													
5510 - Academy - Tuition								1,500.00	4,500.00	5,000.00			11,000.00
5511 Academy - Workshop Fees											700.00		700.00
5512 Academy - After School Fees	500.00	250.00				500.00	250.00						1,500.00
5520 - Seminar & Workshop Fees		150.00					150.00						300.00
Total 5500 - Education Income	500.00	400.00				500.00	400.00	1,500.00	4,500.00	5,000.00	700.00	0.00	13,500.00
Total 5100 - Income	3,520.00	13,110.00	15,910.00	14,980.00	12,420.00	6,375.00	7,260.00	9,150.00	12,750.00	12,616.50	7,362.50	6,891.00	122,345.00
Total Income	3,520.00	13,110.00	15,910.00	14,980.00	12,420.00	6,375.00	7,260.00	9,150.00	12,750.00	12,616.50	7,362.50	6,891.00	122,345.00
Expense													
10000 - General & Accounting Expenses													
11001 - Advertising	200.00		100.00		200.00		100.00		200.00		100.00		900.00
11002 - Promotional Materials	300.00	450.00							250.00				1,000.00
11003 - Marketing	300.00	450.00											750.00
11004 - Licenses									150.00			350.00	500.00
11005 - Dues & Subscriptions	50.00				50.00								100.00
11006 - Office Equipment	90.00			90.00			90.00			90.00			360.00
11007 - Office Supplies	150.00		150.00		150.00		150.00		150.00		150.00		900.00
11008 - Postage	116.00	16.00	16.00	216.00	216.00	16.00	316.00	16.00	16.00	16.00	416.00	16.00	1,392.00
11010 - Telephone Services	185.00	185.00	185.00	185.00	185.00	185.00	185.00	185.00	185.00	185.00	185.00	185.00	2,220.00
11011 - Internet Services	29.50	29.50	29.50	29.50	105.00	29.50	29.50	29.50	29.50	29.50	29.50	29.50	429.50
11012 Insurance	425.00			425.00			425.00			425.00			1,700.00
11015 - Interest & Finance Charges	160.00	160.00	160.00	160.00	160.00	160.00	150.00	150.00	150.00	150.00	150.00	150.00	1,860.00
11016 - Utilities (25%) BGE	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	1,800.00
11017 - Salary (40%) G&A	920.00	920.00	920.00	920.00	920.00	920.00	920.00	920.00	920.00	920.00	920.00	920.00	11,040.00
11020 - Misc Taxes-Fees													0.00
11023 - Penalties													0.00
11024 - Misc G&A Expenses	216.00	116.00	116.00	116.00	116.00	116.00	116.00	116.00	116.00	116.00	116.00	116.00	1,492.00
11026 - Bank Fee													0.00
Total 10000 - General & Accounting Expenses	3,291.50	2,476.50	1,826.50	2,291.50	2,252.00	1,576.50	2,631.50	1,566.50	2,316.50	2,081.50	2,216.50	1,916.50	26,443.50
6000 - Theatre Expenses													
6001 - Advertising	300.00				200.00				200.00				700.00
6002 - Costumes	1,600.00												1,600.00
1011-1 - Costumes-Cabaret													0.00
6002-10 - Costumes-S&D													0.00
6002-11 - Costumes-Mrs. Seal													0.00
6002-12 - Costumes-Cinderella													0.00
6002-13 - Costumer-Gaslight													0.00
6002-14 - Costumes-Partition													0.00
6002-8 - Costumes-Frozen													0.00
6002-9 - Costumes-Hamlet													0.00
6002 - Costumes - Other													0.00
Total 6002 - Costumes	1,900.00	0.00	0.00	0.00	200.00	0.00	0.00	0.00	200.00	0.00	0.00	0.00	2,300.00
6003 - Props	1,600.00												1,600.00
6003-10 - Props-Partition													0.00

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6003-11 · Props-Bingo													0.00
6003-12 · Props-ThinkTwice													0.00
6003-5 · Props-Hamlet													0.00
6003-6 · Props-BPF													0.00
6003-8 · Cinderella-Props													0.00
6003-9 · Props-Gaslight													0.00
Total 6003 · Props	1,600.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			1,600.00
6004 · Sets	1,600.00												
6004-05 · Mrs. Seal													0.00
6004-06 · Gaslight-Set													0.00
6004-07 · Partition-Sets													0.00
6004-08 · Bingo-Set													0.00
6004-09 · Set-Bpf													0.00
6004-11 · Sets-Cabaret													0.00
Total 6004 · Sets	1,600.00	0.00	0.00	0.00	0.00		0.00	0.00				0.00	1,600.00
6009 · Talent Fees													
6009-3 · DropThee		50.00		50.00		50.00		50.00		50.00			250.00
6009-4 · Do or Die			350.00			350.00			350.00	350.00			1,400.00
6009-6 · Musicians-Productions				1,000.00	1,000.00			1,000.00					3,000.00
6009 · Talent Fees - Other		0.00						0.00					0.00
Total 6009 · Talent Fees		50.00		1,050.00	1,000.00		0.00	1,050.00	350.00				3,500.00
6010 · Theatre Equipment													
60100 · Lighting & Sound Equipment													
60102 · Lighting Equipment	100.00												100.00
60103 · Sound Equipment	100.00												100.00
Total 60100 · Lighting & Sound Equipment	200.00				0.00								200.00
60110 · Theatre Tools	100.00				100.00								200.00
6010 · Theatre Equipment - Other													0.00
Total 6010 · Theatre Equipment	300.00				100.00		0.00	0.00		0.00			400.00
6011 · Improvements													
60113 · Tech Booth Renovations	0.00	0.00	0.00										0.00
Total 6011 · Improvements	0.00	0.00	0.00										0.00
6012 · Thtre-Repairs & Maintenance	150.00		150.00		150.00		150.00		150.00		150.00		900.00
6013 · Thtre-General Supplies	50.00		50.00		50.00		50.00		50.00		50.00		300.00
6014 · Royalties	11,000.00												
6014-08 · 08/09Season													
6014-8 · BPF-Royalties	0.00												0.00
Total 6014-08 · 08/09Season	0.00												0.00
6014-09 · 09/10 Season													
020910 · 02-Cinderella													0.00
030910 · 03-Gaslight													0.00
050910 · 05-Bingo													0.00
070910 · 07-Arms&theManRoyalty													0.00
Total 6014-09 · 09/10 Season		0.00		0.00	0.00					0.00		0.00	0.00
6014-10 · 10-11 Royalty													
091011 · Cabaret-Royalty													0.00
Total 6014-10 · 10-11 Royalty										0.00			0.00
6014 · Royalties - Other					0.00							400.00	400.00
Total 6014 · Royalties	11,000.00	0.00		0.00	0.00					0.00	0.00	400.00	11,400.00

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6015 - Promotional Materials	350.00					350.00							700.00
6016 - Credit Card Fees	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	2,700.00
6017 - Ticket Turtle Fees	200.00	250.00	250.00	200.00	250.00	250.00	250.00	250.00	250.00	250.00	200.00	200.00	2,800.00
6018 - Thtre-Rent(50%)	370.00	370.00	370.00	370.00	370.00	370.00	370.00	370.00	370.00	370.00	370.00	370.00	4,440.00
6019 - Thtre-Utilities(75%)	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	5,400.00
6020 - Thtre-Salary(40%)	920.00	920.00	920.00	920.00	920.00	920.00	920.00	920.00	920.00	920.00	920.00	920.00	11,040.00
6021 - Printing (Ink Cost)	500.00	500.00	600.00	500.00	600.00	500.00	600.00	500.00	500.00	500.00	600.00	500.00	6,400.00
6022 - PhotoCall		200.00	200.00	200.00	200.00	200.00	200.00	200.00		200.00	200.00		1,800.00
6023 - Thtre-ComIns60%				150.00									150.00
6024 - Scripts	500.00												500.00
6024-09 - 09/10Season													
06-Gas - Gaslight Scripts													0.00
6024-09 - 09/10Season - Other													0.00
Total 6024-09 - 09/10Season													0.00
6024 - Scripts - Other													0.00
Total 6024 - Scripts	500.00			0.00			0.00			0.00	0.00		500.00
6025 - Benefit Payment													0.00
Total 6000 - Theatre Expenses	20,415.00	2,965.00	3,215.00	4,065.00	4,715.00	3,265.00	3,215.00	3,965.00	3,665.00	2,915.00	3,165.00	3,065.00	58,630.00
66000 - Payroll Expenses	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,400.00
66900 - Reconciliation Discrepancies													0.00
7000 - Educational Programs													
7100 - Academy Expenses													
7101 - Acad-Staff													
7101a - Acad-Admin	625.00					625.00	625.00	625.00	625.00	1,625.00	1,625.00	625.00	7,000.00
7101b - Acad-Workshops										975.00	975.00		1,950.00
7101c - Acad-Middle School										750.00	750.00		1,500.00
7101d - Acad-High School										625.00	625.00		1,250.00
7101e Acad-Lower School										550.00	550.00		1,100.00
7101 - Acad-Staff - Other										350.00	400.00		750.00
Total 7101 - Acad-Staff	625.00					625.00	625.00	625.00	625.00	4,875.00	4,925.00	625.00	13,550.00
7102 - Acad-Supplies&Materials	200.00				200.00	400.00	150.00		1,500.00	2,000.00	500.00		4,950.00
7103 - Meals-Academy										50.00	50.00		100.00
7104 Acad Promotions													
7105 Acad Rent	148.00	148.00	148.00	148.00	148.00	148.00	148.00	148.00	148.00	148.00	148.00	148.00	1,776.00
Total 7100 - Academy Expenses	973.00	148.00	148.00	148.00	348.00	1,173.00	923.00	773.00	2,273.00	7,073.00	5,623.00	773.00	19,603.00
7200 - Seminars & Workshops						0.00							
7201 - Workshop-Staff		0.00				0.00							0.00
7202 AfterSchool YAA		350.00				350.00							700.00
Total 7200 - Seminars & Workshops		350.00				0.00							350.00
Total 7000 - Educational Programs	973.00	498.00			348.00	1,523.00	923.00	773.00	2,273.00	7,073.00	5,623.00	773.00	20,780.00
8000 - House Expenses													
8003 - Receptions													
8003-C - Cabaret-Receptions	300.00												300.00
8003-S - Opening Night Receptions		150.00	150.00		150.00		150.00	150.00	150.00	150.00	150.00		1,200.00
8003 - Receptions - Other													0.00
Total 8003 - Receptions	300.00	150.00	150.00		150.00		150.00	150.00	150.00	150.00	150.00		1,500.00
8004 - Hse-Rent(20%)	148.00	148.00	148.00	148.00	148.00	148.00	148.00	148.00	148.00	148.00	148.00	148.00	1,776.00
8005 - Hse-Repairs&Maintenance	150.00		100.00		150.00		100.00		150.00		100.00		750.00
8006 - Sales Tax	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	180.00

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8009 - Concession Supplies	200.00		200.00		200.00		200.00		200.00		200.00		1,200.00
8010 - Souvenir Cost	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00		1,100.00
Total 8000 - House Expenses	913.00	413.00	713.00	263.00	763.00	263.00	713.00	413.00	763.00	413.00	713.00	163.00	6,506.00
9000 - Grant & Donations Expenses													
9002 - Consultants-grants	50.00												50.00
9004 - Promotional Materials-grants	50.00												50.00
9005 - FundRaising-Sal(20%)	460.00	460.00	460.00	460.00	460.00	460.00	460.00	460.00	460.00	460.00	460.00	460.00	5,520.00
9006 - FundRaising-Rent(10%)													0.00
11018 - Rent (5%)													0.00
9006 - FundRaising-Rent(10%) - Other	74.00	74.00	74.00	74.00	74.00	74.00	74.00	74.00	74.00	74.00	74.00	74.00	888.00
Total 9006 - FundRaising-Rent(10%)	74.00	74.00	74.00	74.00	74.00	74.00	74.00	74.00	74.00	74.00	74.00	74.00	888.00
9007 - Grant Expense	100.00												100.00
9000 - Grant & Donations Expenses - Other													0.00
Total 9000 - Grant & Donations Expenses	734.00	534.00	534.00	534.00	534.00	534.00	534.00	534.00	534.00	534.00	534.00	534.00	6,608.00
9500 - GALA Expenses													
9502 - Catering-GALA			250.00										250.00
9504 - Promotional Materials	50.00	150.00	100.00										300.00
Total 9500 - GALA Expenses	50.00	150.00	350.00										550.00
Total Expense	26,576.50	7,236.50	6,838.50	7,353.50	8,812.00	7,361.50	8,216.50	7,451.50	9,751.50	13,216.50	12,451.50	6,651.50	121,917.50
Net Ordinary Income	-23,056.50	5,873.50	9,071.50	7,626.50	3,608.00	-986.50	-956.50	1,698.50	2,998.50	-600.00	-5,089.00	239.50	427.50
Net Income	-23,056.50	5,873.50	9,071.50	7,626.50	3,608.00	-986.50	-956.50	1,698.50	2,998.50	-600.00	-5,089.00	239.50	427.50