SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

		Sep 1 - Nov 1, 17
Ordinary Income/Expense		
Income		
5100 · Income		
5400 · AHC Income		
5410 · AHC Silent Auction Income	1,253.00	
5420 · AHC Ticket Sales	2,126.00 [2]	
5430 · AHC Donations	1,298.00 [1]	
5450 · AHC Raffle Income	380.00	
5460 · AHC Program Ad	165.00	
5470 · AHC Sponsorship	500.00 [3]	
Total 5400 · AHC Income		5,722.00
Total 5100 · Income		5,722.00
5110 · Theatre Income (Programs)		
5111 · Ticket Sales	12,130.00 [4]	
5112 · Program Ads	0.00	
5113 · Subscriptions	425.00 [5]	
5115 · Misc Income	69.15	
Total 5110 · Theatre Income (Programs)		12,624.15
5200 · Grants & Donation Income		
5210 · General Grants		
5214 · Foundation Grant		
5214-1 · Baker Fund	15,000.00	
5214-13 · Deutsch Grant	30,000.00	
5214-2 · Laverna Hahn Trust	0.00	
5214-3 · Rouse Foundation	0.00	
Total 5214 · Foundation Grant	45,000.00	
5215 · Government Grants		
5215-1 · FreeFallProgram	430.00	
5215-2 · BOPA - Baltimore City	3,200.00	
Total 5215 · Government Grants	3,630.00	
Total 5210 · General Grants		48,630.00
Total 5200 · Grants & Donation Income		48,630.00
5211 · Partner		
5211-0 · Partner-Individual	5,606.30 [6]	
5211-1 · Partner-Show Donation	78.25	
Total 5211 · Partner		5,684.55
5220 · Educational Program Grants		

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

		Sep 1 - Nov 1, 17
5223 · Academy Grants-Foundation		
5223-1 · Wright Family Foundation	5,000.00	
5223-3 · T.RowePrice Foundation	0.00	
Total 5223 · Academy Grants-Foundation		5,000.00
Total 5220 · Educational Program Grants		5,000.00
5300 · House Income		
5310 · Concession Sales	356.80	
5320 · Souvenir Sales	60.00	
Total 5300 · House Income		416.80
5500 · Education Income		
5511 · Acad-AfterSchool	1,432.50	
5513 · Acad-Schl-CurriculumPrograms	1,443.00	
Total 5500 · Education Income		2,875.50
Total Income		80,953.00
Gross Profit		80,953.00
Expense		
10000 · Mgmt & Ops Expenses		
11004 · Licenses Dues & Subscriptions	449.60	
11005 · Dues & Subscriptions	0.00	
11006 · Office Equipment	18.99	
11007 · Office Supplies	210.97	
11008 · Postage	31.98	
11011 · Internet & Voice Services	448.39	
11012 · Insurance-Com 40%	286.50	
11013 · Salary-MgmtOps (10%)	0.00	
11013a · Thtre-AdminAsst	0.00	
11015 · Interest & Finance Charges	0.00	
11016 · BGE-H 927892	390.00	
11017 · Salary (10%) G&A	760.00	
11022 · Legal & Accounting Fees	0.00	
11026 · Bank Fee	0.00	
Total 10000 · Mgmt & Ops Expenses		2,596.43
6000 · Theatre Expenses		
6001 · Advertising-Promo-Marketing	1,430.10	
6002 · Costumes	816.84	
6003 · Props	775.99	
6004 · Sets	0.00	

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

		Sep 1 - Nov 1, 17
6008 · Tech Staff		
6008b · TheatreTechIntern	500.00	
Total 6008 · Tech Staff		500.00
6009 · Talent Fees		
6009-5 · Spots Cabaret	133.20	
6009 · Talent Fees - Other	250.00	
Total 6009 · Talent Fees		383.20
6010 · Theatre Equipment		
60100 · Lighting & Sound Equipment	0.00	
Total 6010 · Theatre Equipment		0.00
6012 · Thtre-Repairs & Maintenance		
6012-1 · Parking	270.00	
6012 · Thtre-Repairs & Maintenance - Other	720.49	
Total 6012 · Thtre-Repairs & Maintenance		990.49
6013 · Thtre-General Supplies		28.98
6014 · Royalties		2,762.41
6016 · Credit Card Fees		651.02
6017 · Arts People Fees		344.15
6018 · Thtre-Rent (50%)		1,345.00
6019 · BGE-T 039624		525.00
6020 · Thtre-Salary ED (50%)		3,800.00
6021 · Printing (Ink & Paper Cost)		4,286.88
6022 · PhotoCall		425.00
6023 · Thtre-Ins Liability D&O (60%)		351.50
6024 · Scripts		26.97
Total 6000 · Theatre Expenses		19,443.53
6028 · Professional Development Course		37.08
66000 · Payroll Exp-Taxes		917.00
66900 · Reconciliation Discrepancies		-154.67
7000 · Educational Programs		
7100 · Academy Expenses		
7101 · Acad-Staff		
7101a · Acad-Ed Director	3,000.00	
7101g · After-School Program	200.00	
7101k · Acad-AdminCoordinator	600.00	
7101l · Acad-School Instructor	587.50	
7101m · Acad-School Teaching Assistant	112.50	
7101z · Acad-ExeDir Admin (20%)	1,520.00	

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

	Sep 1 - Nov 1, 17	
Total 7101 · Acad-Staff	6,020.00	
7102 · Acad-Supplies&Materials	206.00	
7104 · Acad-Advertisting & Promotions	0.00	
7105 · Acad-Rent (20%)	538.00	
7107 · Acad Insurance	0.00	
7199 · Acad-HR Expense	41.10	
Total 7100 · Academy Expenses	6,805.10	
7300 · Acad - Prof Development	74.00	
Total 7000 · Educational Programs		6,879.10
8000 · House Expenses		
8003 · Receptions		
8003-C · Cabaret-Receptions	0.00	
8003-S · Opening Night Receptions	0.00	
Total 8003 · Receptions	0.00	
8004 · Hse-Rent (20%)	538.00	
8005 · Hse-Repairs&Maintenance	0.00	
8006 · Sales Tax	0.00	
8009 · Concession Supplies	484.44	
8010 · Souvenir Cost	200.00	
Total 8000 · House Expenses		1,222.44
9000 · Development Expenses		
9001 · Development-Advertising	0.00	
9002 · Development-Consultant Fees	5,000.00	
9005 · Development-Salary ED (20%)	1,520.00	
9006 · Development-Rent(10%)	269.00	
9007 · Development-Misc Expenses	0.00	
9010 · Development Intern	0.00	
Total 9000 · Development Expenses		6,789.00
9500 · AHC Expenses		
9501 · AHC Advertising	0.00	
9502 · AHC Catering	2,710.00	
9503 · AHC Production	550.00	
9504 · AHC Promotional Materials	137.85	
9505 · AHC Talent Fee	0.00	
9506 · AHC Auction/Raffle Expense	0.00	
Total 9500 · AHC Expenses		3,397.85

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

	Sep 1 - Nov 1, 17
Total Expense	41,127.76
Net Ordinary Income	39,825.24
Net Income	**39,825.24**

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

	Budget	
Ordinary Income/Expense		
Income		
5100 · Income		
5400 · AHC Income		
5410 · AHC Silent Auction Income	1,500.00	
5420 · AHC Ticket Sales	7,250.00	
5430 · AHC Donations	250.00	
5450 · AHC Raffle Income	200.00	
5460 · AHC Program Ad	0.00	
5470 · AHC Sponsorship	5,500.00	
Total 5400 · AHC Income		14,700.00
Total 5100 · Income		14,700.00
5110 · Theatre Income (Programs)		
5111 · Ticket Sales		14,500.00
5112 · Program Ads		450.00
5113 · Subscriptions		1,450.00
5115 · Misc Income		0.00
Total 5110 · Theatre Income (Programs)		16,400.00
5200 · Grants & Donation Income		
5210 · General Grants		
5214 · Foundation Grant		
5214-1 · Baker Fund	0.00	
5214-13 · Deutsch Grant	0.00	
5214-2 · Laverna Hahn Trust	166.67	
5214-3 · Rouse Foundation	83.33	
Total 5214 · Foundation Grant		250.00
5215 · Government Grants		
5215-1 · FreeFallProgram	1,000.00	
5215-2 · BOPA - Baltimore City	0.00	
Total 5215 · Government Grants		1,000.00
Total 5210 · General Grants		1,250.00
Total 5200 · Grants & Donation Income		1,250.00
5211 · Partner		
5211-0 · Partner-Individual		8,008.33
5211-1 · Partner-Show Donation		0.00
Total 5211 · Partner		8,008.33
5220 · Educational Program Grants		

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

	Budget	
5223 · Academy Grants-Foundation		
5223-1 · Wright Family Foundation	333.33	
5223-3 · T.RowePrice Foundation	83.33	
Total 5223 · Academy Grants-Foundation	416.66	
Total 5220 · Educational Program Grants		416.66
5300 · House Income		
5310 · Concession Sales	610.00	
5320 · Souvenir Sales	223.67	
Total 5300 · House Income		833.67
5500 · Education Income		
5511 · Acad-AfterSchool	183.33	
5513 · Acad-Schl-CurriculumPrograms	153.33	
Total 5500 · Education Income		336.66
Total Income		41,945.32
Gross Profit		41,945.32
Expense		
10000 · Mgmt & Ops Expenses		
11004 · Licenses Dues & Subscriptions	0.00	
11005 · Dues & Subscriptions	450.00	
11006 · Office Equipment	500.00	
11007 · Office Supplies	406.67	
11008 · Postage	203.33	
11011 · Internet & Voice Services	396.50	
11012 · Insurance-Com 40%	559.17	
11013 · Salary-MgmtOps (10%)	610.00	
11013a · Thtre-AdminAsst	406.67	
11015 · Interest & Finance Charges	152.50	
11016 · BGE-H 927892	396.50	
11017 · Salary (10%) G&A	0.00	
11022 · Legal & Accounting Fees	200.00	
11026 · Bank Fee	75.00	
Total 10000 · Mgmt & Ops Expenses		4,356.34
6000 · Theatre Expenses		
6001 · Advertising-Promo-Marketing	700.00	
6002 · Costumes	600.00	
6003 · Props	400.00	
6004 · Sets	200.00	

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

		Budget
6008 · Tech Staff		
6008b · TheatreTechIntern	406.67	
Total 6008 · Tech Staff		406.67
6009 · Talent Fees		
6009-5 · Spots Cabaret	1,600.00	
6009 · Talent Fees - Other	0.00	
Total 6009 · Talent Fees		1,600.00
6010 · Theatre Equipment		
60100 · Lighting & Sound Equipment	101.67	
Total 6010 · Theatre Equipment		101.67
6012 · Thtre-Repairs & Maintenance		
6012-1 · Parking	284.67	
6012 · Thtre-Repairs & Maintenance - Other	508.33	
Total 6012 · Thtre-Repairs & Maintenance		793.00
6013 · Thtre-General Supplies		101.67
6014 · Royalties		4,800.00
6016 · Credit Card Fees		813.33
6017 · Arts People Fees		508.33
6018 · Thtre-Rent (50%)		1,413.17
6019 · BGE-T 039624		813.33
6020 · Thtre-Salary ED (50%)		3,050.00
6021 · Printing (Ink & Paper Cost)		723.33
6022 · PhotoCall		300.00
6023 · Thtre-Ins Liability D&O (60%)		915.00
6024 · Scripts		254.17
Total 6000 · Theatre Expenses		18,493.67
6028 · Professional Development Course		500.00
66000 · Payroll Exp-Taxes		762.50
66900 · Reconciliation Discrepancies		0.00
7000 · Educational Programs		
7100 · Academy Expenses		
7101 · Acad-Staff		
7101a · Acad-Ed Director	3,550.00	
7101g · After-School Program	258.33	
7101k · Acad-AdminCoordinator	610.00	
7101l · Acad-School Instructor	723.33	
7101m · Acad-School Teaching Assistant	206.67	
7101z · Acad-ExeDir Admin (20%)	1,220.00	

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

	Budget	
Total 7101 · Acad-Staff	6,568.33	
7102 · Acad-Supplies&Materials	152.50	
7104 · Acad-Advertisting & Promotions	203.33	
7105 · Acad-Rent (20%)	565.27	
7107 · Acad Insurance	254.17	
7199 · Acad-HR Expense	0.00	
Total 7100 · Academy Expenses		7,743.60
7300 · Acad - Prof Development		500.00
Total 7000 · Educational Programs		8,243.60
8000 · House Expenses		
8003 · Receptions		
8003-C · Cabaret-Receptions	150.00	
8003-S · Opening Night Receptions	500.00	
Total 8003 · Receptions		650.00
8004 · Hse-Rent (20%)		565.27
8005 · Hse-Repairs&Maintenance		101.67
8006 · Sales Tax		50.83
8009 · Concession Supplies		508.33
8010 · Souvenir Cost		223.67
Total 8000 · House Expenses		2,099.77
9000 · Development Expenses		
9001 · Development-Advertising		250.00
9002 · Development-Consultant Fees		0.00
9005 · Development-Salary ED (20%)		1,220.00
9006 · Development-Rent(10%)		284.67
9007 · Development-Misc Expenses		250.00
9010 · Development Intern		406.67
Total 9000 · Development Expenses		2,411.34
9500 · AHC Expenses		
9501 · AHC Advertising		1,500.00
9502 · AHC Catering		1,516.67
9503 · AHC Production		0.00
9504 · AHC Promotional Materials		200.00
9505 · AHC Talent Fee		500.00
9506 · AHC Auction/Raffle Expense		100.00
Total 9500 · AHC Expenses		3,816.67

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

	Budget
Total Expense	40,683.89
Net Ordinary Income	1,261.43
Net Income	**1,261.43**

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

		$ Over Budget
Ordinary Income/Expense		
Income		
5100 · Income		
5400 · AHC Income		
5410 · AHC Silent Auction Income	-247.00	
5420 · AHC Ticket Sales	-5,124.00	
5430 · AHC Donations	1,048.00	
5450 · AHC Raffle Income	180.00	
5460 · AHC Program Ad	165.00	
5470 · AHC Sponsorship	-5,000.00	
Total 5400 · AHC Income		-8,978.00
Total 5100 · Income		-8,978.00
5110 · Theatre Income (Programs)		
5111 · Ticket Sales	-2,370.00	
5112 · Program Ads	-450.00	
5113 · Subscriptions	-1,025.00	
5115 · Misc Income	69.15	
Total 5110 · Theatre Income (Programs)		-3,775.85
5200 · Grants & Donation Income		
5210 · General Grants		
5214 · Foundation Grant		
5214-1 · Baker Fund	15,000.00	
5214-13 · Deutsch Grant	30,000.00	
5214-2 · Laverna Hahn Trust	-166.67	
5214-3 · Rouse Foundation	-83.33	
Total 5214 · Foundation Grant	44,750.00	
5215 · Government Grants		
5215-1 · FreeFallProgram	-570.00	
5215-2 · BOPA - Baltimore City	3,200.00	
Total 5215 · Government Grants	2,630.00	
Total 5210 · General Grants		47,380.00
Total 5200 · Grants & Donation Income		47,380.00
5211 · Partner		
5211-0 · Partner-Individual	-2,402.03	
5211-1 · Partner-Show Donation	78.25	
Total 5211 · Partner		-2,323.78
5220 · Educational Program Grants		

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

	$ Over Budget
5223 · Academy Grants-Foundation	
5223-1 · Wright Family Foundation	4,666.67
5223-3 · T.RowePrice Foundation	-83.33
Total 5223 · Academy Grants-Foundation	4,583.34
Total 5220 · Educational Program Grants	4,583.34
5300 · House Income	
5310 · Concession Sales	-253.20
5320 · Souvenir Sales	-163.67
Total 5300 · House Income	-416.87
5500 · Education Income	
5511 · Acad-AfterSchool	1,249.17
5513 · Acad-Schl-CurriculumPrograms	1,289.67
Total 5500 · Education Income	2,538.84
Total Income	39,007.68
Gross Profit	39,007.68
Expense	
10000 · Mgmt & Ops Expenses	
11004 · Licenses Dues & Subscriptions	449.60
11005 · Dues & Subscriptions	-450.00
11006 · Office Equipment	-481.01
11007 · Office Supplies	-195.70
11008 · Postage	-171.35
11011 · Internet & Voice Services	51.89
11012 · Insurance-Com 40%	-272.67
11013 · Salary-MgmtOps (10%)	-610.00
11013a · Thtre-AdminAsst	-406.67
11015 · Interest & Finance Charges	-152.50
11016 · BGE-H 927892	-6.50
11017 · Salary (10%) G&A	760.00
11022 · Legal & Accounting Fees	-200.00
11026 · Bank Fee	-75.00
Total 10000 · Mgmt & Ops Expenses	-1,759.91
6000 · Theatre Expenses	
6001 · Advertising-Promo-Marketing	730.10
6002 · Costumes	216.84
6003 · Props	375.99
6004 · Sets	-200.00

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

		$ Over Budget
6008 · Tech Staff		
6008b · TheatreTechIntern	93.33	
Total 6008 · Tech Staff		93.33
6009 · Talent Fees		
6009-5 · Spots Cabaret	-1,466.80	
6009 · Talent Fees - Other	250.00	
Total 6009 · Talent Fees		-1,216.80
6010 · Theatre Equipment		
60100 · Lighting & Sound Equipment	-101.67	
Total 6010 · Theatre Equipment		-101.67
6012 · Thtre-Repairs & Maintenance		
6012-1 · Parking	-14.67	
6012 · Thtre-Repairs & Maintenance - Other	212.16	
Total 6012 · Thtre-Repairs & Maintenance		197.49
6013 · Thtre-General Supplies		-72.69
6014 · Royalties		-2,037.59
6016 · Credit Card Fees		-162.31
6017 · Arts People Fees		-164.18
6018 · Thtre-Rent (50%)		-68.17
6019 · BGE-T 039624		-288.33
6020 · Thtre-Salary ED (50%)		750.00
6021 · Printing (Ink & Paper Cost)		3,563.55
6022 · PhotoCall		125.00
6023 · Thtre-Ins Liability D&O (60%)		-563.50
6024 · Scripts		-227.20
Total 6000 · Theatre Expenses		949.86
6028 · Professional Development Course		-462.92
66000 · Payroll Exp-Taxes		154.50
66900 · Reconciliation Discrepancies		-154.67
7000 · Educational Programs		
7100 · Academy Expenses		
7101 · Acad-Staff		
7101a · Acad-Ed Director	-550.00	
7101g · After-School Program	-58.33	
7101k · Acad-AdminCoordinator	-10.00	
7101l · Acad-School Instructor	-135.83	
7101m · Acad-School Teaching Assistant	-94.17	
7101z · Acad-ExeDir Admin (20%)	300.00	

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

	$ Over Budget	
Total 7101 · Acad-Staff	-548.33	
7102 · Acad-Supplies&Materials	53.50	
7104 · Acad-Advertisting & Promotions	-203.33	
7105 · Acad-Rent (20%)	-27.27	
7107 · Acad Insurance	-254.17	
7199 · Acad-HR Expense	41.10	
Total 7100 · Academy Expenses		-938.50
7300 · Acad - Prof Development		-426.00
Total 7000 · Educational Programs		-1,364.50
8000 · House Expenses		
8003 · Receptions		
8003-C · Cabaret-Receptions	-150.00	
8003-S · Opening Night Receptions	-500.00	
Total 8003 · Receptions		-650.00
8004 · Hse-Rent (20%)		-27.27
8005 · Hse-Repairs&Maintenance		-101.67
8006 · Sales Tax		-50.83
8009 · Concession Supplies		-23.89
8010 · Souvenir Cost		-23.67
Total 8000 · House Expenses		-877.33
9000 · Development Expenses		
9001 · Development-Advertising		-250.00
9002 · Development-Consultant Fees		5,000.00
9005 · Development-Salary ED (20%)		300.00
9006 · Development-Rent(10%)		-15.67
9007 · Development-Misc Expenses		-250.00
9010 · Development Intern		-406.67
Total 9000 · Development Expenses		4,377.66
9500 · AHC Expenses		
9501 · AHC Advertising		-1,500.00
9502 · AHC Catering		1,193.33
9503 · AHC Production		550.00
9504 · AHC Promotional Materials		-62.15
9505 · AHC Talent Fee		-500.00
9506 · AHC Auction/Raffle Expense		-100.00
Total 9500 · AHC Expenses		-418.82

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

	$ Over Budget
Total Expense	443.87
Net Ordinary Income	38,563.81
Net Income	**38,563.81**

SPOTLIGHTERS
Profit & Loss Budget vs. Actual
September 1 through November 1, 2017

1. A number of people donated to the AHC, because they were unable to attend.

2. We were at 65 tickets total for the evening. The target for the event was 125. We only achived 52% of our goal.

3. We were unable to secure any significant sponsorships for the event. We had one sponsorship for Entertainment, that allowed us to comp our singers and a guest.

4. We are just entering weekend #2 of Hairy Ape, so we should pick in ticket sales.

5. Subscriptions are low for this year. I need to look at when we had Subscriptions purchased last year.

6. Individual giving is off - hopefully we will pick up some additional gifts in Nov & Dec for Year End.