

SPOTLIGHTERS
Profit & Loss Budget Overview
September 2012 through August 2013

	Sep '12 - Au...
Ordinary Income/Expense	
Income	
5000 · Investments	
45030 · Interest-Savings, Short-term CD	8.92
Total 5000 · Investments	8.92
5100 · Income	
5400 · AHC Income	
5420 · AHC Ticket Sales	1,323.00
Total 5400 · AHC Income	1,323.00
Total 5100 · Income	1,323.00
5110 · Theatre Income (Programs)	
5111 · Ticket Sales	77,500.00
5112 · Program Ads	982.50
5113 · Subscriptions	3,348.00
5114 · Gift Certificate	426.00
5115 · Misc Income	2.00
Total 5110 · Theatre Income (Programs)	82,258.50
5200 · Grants & Donation Income	
5210 · General Grants	
5212 · Endowments-Restricted gifts	2,370.00
5214 · Foundation Grant	
5214-1 · Baker Fund	7,500.00
5214-2 · Laverna Hahn Trust	5,000.00
5214-7 · Macht Foundation	1,000.00
5214 · Foundation Grant - Other	9,400.00
Total 5214 · Foundation Grant	22,900.00
5215 · Government Grants	
5215-1 · FreeFallProgram	200.00
Total 5215 · Government Grants	200.00
Total 5210 · General Grants	25,470.00
5240 · Improvements - House	
5241 · ADA Renovations	
5241-1 · Box Office Renovations	325.00
5241 · ADA Renovations - Other	120.00
Total 5241 · ADA Renovations	445.00
Total 5240 · Improvements - House	445.00
Total 5200 · Grants & Donation Income	25,915.00
5211 · Partner	10,172.37
5220 · Educational Program Grants	
5223 · Academy Grants-Foundation	6,000.00
5220 · Educational Program Grants - Other	5,300.00
Total 5220 · Educational Program Grants	11,300.00
5300 · House Income	
5310 · Concession Sales	2,365.00
5320 · Souvenir Sales	1,100.00
5330 · Misc Income	1,455.50
Total 5300 · House Income	4,920.50
5500 · Education Income	
5510 · Academy - Tuition	12,275.50
5511 · Acad-AfterSchool	1,925.00
5512 · Acad-Workshops	1,015.00
5520 · Seminar & Workshop Fees	240.00
Total 5500 · Education Income	15,455.50
Total Income	151,353.79
Gross Profit	151,353.79
Expense	
10000 · General & Accounting Expenses	
11001 · Advertising	861.56
11002 · Promotional Materials	684.35
11003 · Marketing	725.99
11004 · Licenses	399.80
11005 · Dues & Subscriptions	1,194.94
11006 · Office Equipment	1,181.09
11007 · Office Supplies	1,816.27
11008 · Postage	1,832.64
11010 · Telephone Services	2,017.42
11011 · Internet Services	401.88
11012 · Insurance-Com 40%	710.00
11014 · Insurance-Workman's Comp	150.00
11015 · Interest & Finance Charges	1,977.74
11016 · BGE-H 927892	1,995.83
11017 · Salary (10%) G&A	12,042.24
11020 · Misc Taxes-Fees	-230.00
11021 · Consultants	1,000.00
11022 · Legal & Accounting Fees	30.00
11023 · Penalties	35.00
11024 · Misc G&A Expenses	
11024-1 · reimburseable expense	77.43
11024 · Misc G&A Expenses - Other	1,951.31
Total 11024 · Misc G&A Expenses	2,028.74
11026 · Bank Fee	46.00
Total 10000 · General & Accounting Expenses	30,901.49
6000 · Theatre Expenses	
6002 · Costumes	

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1011-1 · Costumes-Cabaret	360.84
1011-2 · Costumes-TwelfthNight	872.17
1011-3 · Costumes-StgBlid	429.04
1011-4 · Costumes-Streetcar	254.62
1011-5 · Costumes-TrailerPark	236.97
1011-7 · Costume-Unraveled	143.31
10LNM-C · Costumes ALNM	700.00
6002-15 · Costumes-Bingo	75.00
6002-16 · Costume- Arms&Man	250.00
6002 · Costumes - Other	1,136.23
Total 6002 · Costumes	4,458.18
6003 · Props	
10-3 SB · Stage Blood - Props	15.94
10-4SND · Streetcar Props	1,151.25
10-ALNM · ALNM-Props	123.67
10-Dbt · Props - Doubt	222.01
10-UOTG · Props - Unraveled	134.39
10-Zan · Props - Zanzibar	63.60
6003 · Props - Other	409.80
Total 6003 · Props	2,120.66
6004 · Sets	
10-Doub · Doubt Props	76.78
10-GATP · Set-Trailer Park	237.32
10-NM-s · Set - ALNM	1,110.05
10-SND · Set-Streetcar	301.40
10-StgB · StageBlood Set	269.26
6004-10 · Set-Arms&Man	41.00
6004-11 · Sets-Cabaret	212.80
6004-12 · Twelfth Night - Sets	448.02
6004-13 · Hammarskjold Set	95.57
Total 6004 · Sets	2,792.20
6008 · Tech Staff	
6008a · Carpentry	150.00
Total 6008 · Tech Staff	150.00
6009 · Talent Fees	
6009-6 · Musicians-Productions	5,400.00
Total 6009 · Talent Fees	5,400.00
6010 · Theatre Equipment	
60100 · Lighting & Sound Equipment	
60102 · Lighting Equipment	556.55
60100 · Lighting & Sound Equipment - Other	25.97
Total 60100 · Lighting & Sound Equipment	582.52
60110 · Theatre Tools	159.95
6010 · Theatre Equipment - Other	1,638.10
Total 6010 · Theatre Equipment	2,380.57
6012 · Thtre-Repairs & Maintenance	2,299.81
6013 · Thtre-General Supplies	1,179.85
6014 · Royalties	
03-12R · Mame-Royalty	200.00
05-11R · HelloDolly Royalty	200.00
6014-10 · 10-11 Royalty	
011011 · Streetcar - Royalty	1,500.00
021011 · Zanzibar-Royalty	900.00
030111 · Trailer Park-Royalty	1,913.81
051011 · Doubt - Royalty	1,125.00
061011 · Night Music - Royalty	2,600.00
091011 · Cabaret-Royalty	-127.31
111011 · Stage Blood - Royalty	900.00
6014-10 · 10-11 Royalty - Other	200.00
Total 6014-10 · 10-11 Royalty	9,011.50
6041-d · Do or Die Productions	2,069.48
6014 · Royalties - Other	-350.25
Total 6014 · Royalties	11,130.73
6015 · Promotional Materials	928.50
6016 · Credit Card Fees	3,473.19
6017 · Ticket Turtle Fees	3,287.90
6018 · Thtre-Rent(50%)	5,233.95
6019 · BGE-T 039624	5,759.66
6020 · Thtre-Salary(40%)	12,042.24
6021 · Printing (Ink Cost)	7,878.67
6022 · PhotoCall	2,990.00
6023 · Thtre-ComIns60%	1,065.00
6024 · Scripts	
1011-03 · TrailerPark-scripts/materials	75.88
1011-07 · scripts Night Music	28.11
1011-6 · Doubt Scripts	
1011-6d · Costumes-Doubt	81.28
1011-6 · Doubt Scripts - Other	246.77
Total 1011-6 · Doubt Scripts	328.05
6024 · Scripts - Other	571.90
Total 6024 · Scripts	1,003.94
6025 · Benefit Payment	720.00
6026 · Audience Development Project	
6026-a · Audience Development Staff	1,000.00
6026-b · Aud Dev Materials	69.51
Total 6026 · Audience Development Project	1,069.51
Total 6000 · Theatre Expenses	77,364.56
66000 · Payroll Exp-Taxes	2,917.82

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66900 · Reconciliation Discrepancies	-904.29
7000 · Educational Programs	
7100 · Academy Expenses	
7101 · Acad-Staff	
7101a · Acad-Admin	4,125.00
7101b · Acad-Workshop Instructor	2,380.00
7101c · Acad-US-Classical Theatre	2,750.00
7101d · Acad-US-Musical Theatre	2,550.00
7101e · Acad-LowerSchool II	1,000.00
7101g · After-School Program	400.00
7101 · Acad-Staff - Other	875.00
Total 7101 · Acad-Staff	14,080.00
7102 · Acad-Supplies&Materials	2,070.04
7104 · Promotional-Academy	320.10
7105 · Acad-Rent (20%)	2,710.00
7106 · BGE-A 87264	394.26
Total 7100 · Academy Expenses	19,574.40
7200 · Seminars & Workshops	
7201 · Workshop-Staff	65.00
Total 7200 · Seminars & Workshops	65.00
Total 7000 · Educational Programs	19,639.40
8000 · House Expenses	
8003 · Receptions	
8003-C · Cabaret-Receptions	218.01
8003-S · Opening Night Receptions	1,209.62
Total 8003 · Receptions	1,427.63
8004 · Hse-Rent(20%)	1,621.26
8005 · Hse-Repairs&Maintenance	2,595.20
8006 · Sales Tax	56.68
8009 · Concession Supplies	3,505.01
8010 · Souvenir Cost	576.96
Total 8000 · House Expenses	9,782.74
9000 · Grant & Donations Expenses	
9002 · Consultants-grants	288.00
9005 · Development-Sal(20%)	6,021.12
9006 · Development-Rent(10%)	
11018 · Rent (5%)	37.00
9006 · Development-Rent(10%) - Other	544.06
Total 9006 · Development-Rent(10%)	581.06
9007 · Grant Expense	26.06
9008 · Fund Raising (25%) BGE	71.27
9000 · Grant & Donations Expenses - Other	71.95
Total 9000 · Grant & Donations Expenses	7,059.46
9500 · AHC Expenses	
9502 · AHC Catering	232.74
9504 · AHC Promotional Materials	40.00
Total 9500 · AHC Expenses	272.74
9600 · Anniversary Projects	
9610 · DVD Project	500.00
Total 9600 · Anniversary Projects	500.00
Total Expense	147,533.92
Net Ordinary Income	3,819.87
Net Income	3,819.87