

SPOTLIGHTERS
Profit & Loss
September 2014 through August 2015

	Sep '14 - Aug 15
Ordinary Income/Expense	
Income	
5100 · Income	
5400 · AHC Income	
5410 · AHC Silent Auction Income	3,385.00
5420 · AHC Ticket Sales	3,465.00
5430 · AHC Donations	4,985.00
5450 · AHC Raffle Income	162.00
Total 5400 · AHC Income	11,997.00
Total 5100 · Income	11,997.00
5110 · Theatre Income (Programs)	
5111 · Ticket Sales	77,078.00
5112 · Program Ads	800.00
5113 · Subscriptions	4,168.00
5114 · Gift Certificate	115.00
5115 · Misc Income	1,139.57
5116 · Rental	225.00
5117 · Show Merchandise	235.00
5118 · Props/Costume Rental	120.00
Total 5110 · Theatre Income (Programs)	83,880.57
5200 · Grants & Donation Income	
5210 · General Grants	
5214 · Foundation Grant	
5214-1 · Baker Fund	7,000.00
5214-10 · BHT	2,195.00
5214-11 · CharlesThompsonCharitableTrust	1,000.00
5214-2 · Laverna Hahn Trust	5,000.00
5214-3 · Rouse Foundation	1,000.00
Total 5214 · Foundation Grant	16,195.00
5215 · Government Grants	
5215-2 · BOPA - Baltimore City	4,000.00
Total 5215 · Government Grants	4,000.00
Total 5210 · General Grants	20,195.00
5240 · Improvements - House	-45.79
5250 · Improvements - Theatre	
5254 · HVAC Donation	4,015.00
Total 5250 · Improvements - Theatre	4,015.00
Total 5200 · Grants & Donation Income	24,164.21
5211 · Partner	
5211-1 · Show Donation	780.24
5211-2 · Donation-PianoFund	907.54
5211 · Partner - Other	18,543.17
Total 5211 · Partner	20,230.95
5220 · Educational Program Grants	
5223 · Academy Grants-Foundation	
5223-1 · Wright Family Foundation	10,000.00
5223-4 · ClaytonBakerTrust	5,000.00
5223 · Academy Grants-Foundation - Other	2,750.00
Total 5223 · Academy Grants-Foundation	17,750.00
Total 5220 · Educational Program Grants	17,750.00
5300 · House Income	
5310 · Concession Sales	3,435.00
5320 · Souvenir Sales	1,135.00
5330 · Misc Income	117.44
Total 5300 · House Income	4,687.44
5500 · Education Income	
5510 · Academy - Tuition	5,675.00
5511 · Acad-AfterSchool	965.00
Total 5500 · Education Income	6,640.00
Total Income	169,350.17
Gross Profit	169,350.17
Expense	
10000 · General & Accounting Expenses	
11001 · Advertising	0.07
11002 · Promotional Materials	733.40
11003 · Marketing	345.57
11004 · Licenses	205.00
11005 · Dues & Subscriptions	1,726.59
11006 · Office Equipment	1,014.99
11007 · Office Supplies	2,294.45
11008 · Postage	611.57
11011 · Internet Services	2,420.73
11012 · Insurance-Com 40%	543.96
11015 · Interest & Finance Charges	1,633.69
11016 · BGE-H 927892	4,098.88
11017 · Salary (10%) G&A	2,186.00
11020 · Misc Taxes-Fees	-40.00
11022 · Legal & Accounting Fees	35.00
11023 · Penalties	105.15
11024 · Misc G&A Expenses	721.27
11026 · Bank Fee	103.00
Total 10000 · General & Accounting Expenses	18,739.32
6000 · Theatre Expenses	
6001 · Advertising	9,194.29
6002 · Costumes	4,079.58

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6003 · Props	5,120.35
6004 · Sets	1,132.43
6009 · Talent Fees	
6009-5 · Spots Cabaret	160.87
6009-6 · Musicians-Productions	5,900.00
6009 · Talent Fees - Other	2,264.60
Total 6009 · Talent Fees	8,325.47
6010 · Theatre Equipment	
60100 · Lighting & Sound Equipment	
60102 · Lighting Equipment	181.03
60103 · Sound Equipment	171.31
Total 60100 · Lighting & Sound Equipment	352.34
Total 6010 · Theatre Equipment	352.34
6011 · Improvements	
60114 · HVAC Heating	1,741.27
6011 · Improvements - Other	2,787.00
Total 6011 · Improvements	4,528.27
6012 · Thtre-Repairs & Maintenance	
6012-1 · Parking	431.00
6012 · Thtre-Repairs & Maintenance - Other	4,972.58
Total 6012 · Thtre-Repairs & Maintenance	5,403.58
6013 · Thtre-General Supplies	1,456.78
6014 · Royalties	14,077.81
6016 · Credit Card Fees	4,446.85
6017 · Ticket Turtle Fees	3,518.15
6018 · Thtre-Rent(50%)	7,289.05
6019 · BGE-T 039624	4,666.54
6020 · Thtre-Salary(40%)	20,258.42
6021 · Printing (Ink Cost)	7,581.66
6022 · PhotoCall	1,350.00
6023 · Thtre-ComIns60%	1,926.39
6024 · Scripts	583.03
6025 · Benefit Payment	932.00
6027 · Relocation Fees	32.50
6100 · Rental Tech	300.00
6000 · Theatre Expenses - Other	7.48
Total 6000 · Theatre Expenses	106,562.97
6028 · Professional Development Course	60.00
66000 · Payroll Exp-Taxes	1,311.66
66900 · Reconciliation Discrepancies	-5,333.15
7000 · Educational Programs	
7100 · Academy Expenses	
7101 · Acad-Staff	
7101a · Acad-Admin	4,000.00
7101b · Acad-Workshop Instructor	2,000.00
7101c · Acad-US-Classical Theatre	625.00
7101d · Acad-US-Musical Theatre	2,125.00
7101f · Acad-LowerSchool I	1,100.00
7101g · After-School Program	1,100.00
7101i · Acad-Interns	1,700.00
7101j · InternStipend	1,200.00
7101k · AcadAdminCoordinator	3,900.00
7101z · ExeDirector-Acad (20%)	2,872.00
Total 7101 · Acad-Staff	20,622.00
7102 · Acad-Supplies&Materials	587.89
7103 · Meals-Academy	229.85
7104 · Promotional-Academy	1,200.00
7105 · Acad-Rent (20%)	5,165.02
7107 · Acad Insurance	545.65
Total 7100 · Academy Expenses	28,350.41
7200 · Seminars & Workshops	
7201 · Workshop-Staff	100.00
Total 7200 · Seminars & Workshops	100.00
Total 7000 · Educational Programs	28,450.41
8000 · House Expenses	
8004 · Hse-Rent(20%)	2,915.02
8005 · Hse-Repairs&Maintenance	217.92
8006 · Sales Tax	193.07
8009 · Concession Supplies	3,809.70
8010 · Souvenir Cost	950.00
Total 8000 · House Expenses	8,085.71
9000 · Grant & Donations Expenses	
9005 · Development-Sal(20%)	3,172.00
9006 · Development-Rent(10%)	1,458.01
9007 · Grant Expense	40.00
Total 9000 · Grant & Donations Expenses	4,670.01
9500 · AHC Expenses	
9502 · AHC Catering	5,081.99
9503 · AHC Production	190.26
9504 · AHC Promotional Materials	713.55
Total 9500 · AHC Expenses	5,985.80
Total Expense	168,532.73
Net Ordinary Income	817.44
Net Income	817.44