

Spotlighters Theatre - Board Meeting  
Monday, March 13, 2017 6:30pm

- ✓ Minutes from Jan/Feb Meeting
  
- ✓ Resignations  
Dawn Lewis B  
Carol DeLisle B  
(Kristen Ledy B)
- ✓ Committee Meetings - Assignments
  
- ✓ Vice President Vacancy
  
- ✓ Financial Reports  
P&L Report  
Show Report
  
- ✓ Relocation / Grants update
  
- ✓ Education Report
  
- ✓ Season 17/18 Potential Line Up

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Show 5 Mar 23 - Apr 22, 2018

Open...

Two shows currently in discussion –

**Bull in a China Shop**

**Bryna Turner**

**Stephy Miller**

Inspired by the real letters between Mary Woolley and Jeannette Marks spanning from 1899 to 1937, a fast-paced comedy asking: what is revolution? what does it mean to be at odds with the world? how do we fulfill our potential? and how the hell do we grow old together?

We move through 40 years in 100 slender pages, which requires a certain pace, a certain energy. An inkling of: how did that happen? when did we make that turn? The feeling of: one second ago I could have sworn we were two entirely different people. Or maybe: how dare you grow without me? or maybe: why are you changing I don't think I'm changing am I changing?

OR

**DisEnchanted (M)**

**Dennis T. Giacino**

**TJ Luckacsina**

Poisoned apples. Glass slippers. Who needs 'em?! Not Snow White and her posse of disenchanting princesses in the hilarious hit musical that's anything but Grimm. Forget the princesses you think you know – the original storybook heroines have come back to life to set the record straight. After multiple sold-out runs nationwide, these royal renegades tossed off their tiaras to bring their hilariously subversive, not-for-the-kiddies musical to you – and what you thought about princesses will never be the same!

Show 6 May 11 - June 10, 2018

**Purlie (M)**

**Ossie Davis, Peter Udell**

**Anya Nebel**

**Phillip Rose**

Purlie Victorious, that strutting, new fangled preacher man is back home and he wants a church and he wants freedom. Witty, memorable music and a whole lotta of fun unfold as Purlie outmaneuvers ol' Colonel and gets his girl Lutiebelle (or she gets him!). From the composers of Shenandoah.

"The book is so strong, the performance so magnificent, that this musical should have you calling out Hallelujah!" -The New York Times

"A robust, tuneful and thoroughly enjoyable musical comedy, with dandy songs." - New York Daily News

Show 7 June 29 - July 29, 2018

**Judy & the General (NW-M)**

**Rosemary Toohey**

**Sherrienne Brown**

A NEW MUSICAL WORK

Based upon the Old Testament book of Judith - a history, that wasn't included in the Old Testament Canon. The story of a woman who takes it upon herself to save her town from impending destruction, and the indecision of the male dominated leadership!

Spotlighters Theatre  
Education Programs

Young Actors Academy Spring After-School Program:

There are two classes, Actors Tool Box for Grades K-3, and a combination of Shakespeare, Stage Combat, Dance, and Acting Concepts for students in Grades 6-8. We have 10 students signed up for classes. There are 4 students signed up for the Actors Tool Box K-3 class. This class will take place on Wednesdays, starting March 22<sup>nd</sup>. The Shakespeare combined with Dance and Stage Combat class will have 6 students. We are working on choosing a day of the week for the class.

Young Actors Academy Summer Program:

The dates will be July 3<sup>rd</sup> – August 4<sup>th</sup>.

In School Programs:

City Neighbors High School – We are currently offering an Actors Tool Box class for up to 24 students in Grades 9-12. Lance Bankerd is the Lead Instructor, and Kali Baklor is the Teaching Assistant. The class takes place on Monday, Tuesday, Thursday, and Friday from 2:00 P.M – 3:00 P.M, and on Wednesdays from 11:00 A.M – 11:40 A.M.

Mount Royal Elementary School – We are offering two Musical Theatre classes. We are providing a Musical Theatre class to students in Grades 3-5 on Tuesday from 2:45 P.M – 3:45 P.M, and a Musical Theatre class for students in Grades K-2 on Wednesday from 2:45 P.M – 3:45 P.M. Billy Georg is the Lead Instructor for the class. There are up to 12 students in each class. Classes started on January 31<sup>st</sup> and February 1<sup>st</sup>, and will end on April 4<sup>th</sup> and April 5<sup>th</sup>.

Roland Park Country School – We are offering a Musical Theatre class at Roland Park Country School. The class started on February 27<sup>th</sup>, and it will end of May 15<sup>th</sup>. The class will take place on Mondays from 3:30 P.M – 4:30 P.M. There will be up to 12 students in the class in Grades K-5. Kara Leonard will be the Lead Instructor for the class.

We are offering a Musical Theatre class during the summer from July 24<sup>th</sup> – July 28<sup>th</sup> for students in Grades 9-12. This program will end in a performance.

North Bend Elementary School – We are offering an Actors Tool Box class for the spring semester. The class will be for up to 24 students in Grades 3-5. The class will start on January 21<sup>st</sup>, and will end on May 16<sup>th</sup>. The class will take place on Tuesdays from 3:00 P.M – 4:30 P.M. Dana McCants will be the Lead Instructor for the class. Brandon McKnight is the Teaching Assistant for the class.



**SPOTLIGHTERS**  
**Profit & Loss Budget vs. Actual**  
September 1, 2016 through March 18, 2017

	Sep 1, '16 - Mar 18, 17	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>5100 · Income</b>			
<b>5400 · AHC Income</b>			
5410 · AHC Silent Auction Income	1,826.00	3,000.00	-1,174.00
5420 · AHC Ticket Sales	1,475.00	3,500.00	-2,025.00
5430 · AHC Donations	10,075.00	0.00	10,075.00
5450 · AHC Raffle Income	0.00	500.00	-500.00
5400 · AHC Income - Other	185.00	0.00	185.00
<b>Total 5400 · AHC Income</b>	<u>13,561.00</u>	<u>7,000.00</u>	<u>6,561.00</u>
<b>Total 5100 · Income</b>	13,561.00	7,000.00	6,561.00
<b>5110 · Theatre Income (Programs)</b>			
5111 · Ticket Sales	42,978.10	47,362.90	-4,384.80
5112 · Program Ads	1,282.00	907.26	374.74
5113 · Subscriptions	860.00	2,150.00	-1,290.00
5114 · Gift Certificate	322.00	0.00	322.00
<b>5115 · Misc Income</b>			
5115-1 · Tip Income	145.00	0.00	145.00
5115 · Misc Income - Other	-220.27	0.00	-220.27
<b>Total 5115 · Misc Income</b>	<u>-75.27</u>	<u>0.00</u>	<u>-75.27</u>
5116 · Rental	350.00	0.00	350.00
<b>Total 5110 · Theatre Income (Programs)</b>	<u>45,716.83</u>	<u>50,420.16</u>	<u>-4,703.33</u>
<b>5200 · Grants &amp; Donation Income</b>			
<b>5200-1 · Facility Development Fund</b>			
5200-10 · FDF-Individual Donation	3,550.00	0.00	3,550.00
<b>Total 5200-1 · Facility Development Fund</b>	<u>3,550.00</u>	<u>0.00</u>	<u>3,550.00</u>
<b>5210 · General Grants</b>			
<b>5214 · Foundation Grant</b>			
5214-1 · Baker Fund	0.00	4,193.55	-4,193.55
5214-10 · BHT	1,000.00	2,000.00	-1,000.00
5214-12 · Abell Foundation	0.00	5,000.00	-5,000.00
5214-2 · Laverna Hahn Trust	0.00	5,000.00	-5,000.00
5214-3 · Rouse Foundation	0.00	1,000.00	-1,000.00
5214-7 · Macht Foundation	0.00	1,000.00	-1,000.00
5214-8 · JohnLeidy Foundation	0.00	500.00	-500.00
<b>Total 5214 · Foundation Grant</b>	<u>1,000.00</u>	<u>18,693.55</u>	<u>-17,693.55</u>
<b>5215 · Government Grants</b>			
5215-1 · FreeFallProgram	1,000.00	1,000.00	0.00
<b>Total 5215 · Government Grants</b>	<u>1,000.00</u>	<u>1,000.00</u>	<u>0.00</u>
<b>Total 5210 · General Grants</b>	<u>2,000.00</u>	<u>19,693.55</u>	<u>-17,693.55</u>
<b>Total 5200 · Grants &amp; Donation Income</b>	<u>5,550.00</u>	<u>19,693.55</u>	<u>-14,143.55</u>
<b>5211 · Partner</b>			
5211-0 · Partner-Individual	10,533.00	12,959.68	-2,426.68
5211-1 · Partner-Show Donation	100.24	0.00	100.24
5211 · Partner - Other	110.00	0.00	110.00
<b>Total 5211 · Partner</b>	<u>10,743.24</u>	<u>12,959.68</u>	<u>-2,216.44</u>
<b>5220 · Educational Program Grants</b>			
<b>5223 · Academy Grants-Foundation</b>			
5223-1 · Wright Family Foundation	0.00	4,193.55	-4,193.55
5223-4 · ClaytonBakerTrust	0.00	5,000.00	-5,000.00
<b>Total 5223 · Academy Grants-Foundation</b>	<u>0.00</u>	<u>9,193.55</u>	<u>-9,193.55</u>

**SPOTLIGHTERS**  
**Profit & Loss Budget vs. Actual**  
September 1, 2016 through March 13, 2017

	Sep 1, '16 - Mar 13, 17	Budget	\$ Over Budget
5220 · Educational Program Grants - Other	210.00	5,000.00	-4,790.00
<b>Total 5220 · Educational Program Grants</b>	<b>210.00</b>	<b>14,193.55</b>	<b>-13,983.55</b>
5300 · House Income			
5310 · Concession Sales	1,905.20	1,604.84	300.36
5320 · Souvenir Sales	320.00	641.94	-321.94
5330 · Misc Income	423.51	0.00	423.51
<b>Total 5300 · House Income</b>	<b>2,648.71</b>	<b>2,246.78</b>	<b>401.93</b>
5500 · Education Income			
5511 · Acad-AfterSchool	110.00	809.03	-699.03
5513 · Acad-Schl-CurriculumPrograms	8,714.50	6,000.00	2,714.50
<b>Total 5500 · Education Income</b>	<b>8,824.50</b>	<b>6,809.03</b>	<b>2,015.47</b>
<b>Total Income</b>	<b>87,254.28</b>	<b>113,322.75</b>	<b>-26,068.47</b>
<b>Gross Profit</b>	<b>87,254.28</b>	<b>113,322.75</b>	<b>-26,068.47</b>
<b>Expense</b>			
10000 · General & Accounting Expenses			
11003 · Marketing	188.00	135.00	53.00
11004 · Licenses	0.00	50.00	-50.00
11005 · Dues & Subscriptions	50.00	1,129.84	-1,079.84
11006 · Office Equipment	65.00	320.97	-255.97
11007 · Office Supplies	1,045.53	706.45	339.08
11008 · Postage	179.95	389.91	-209.96
11011 · Internet Services	1,356.27	1,155.48	200.79
11012 · Insurance-Com 40%	1,089.50	513.55	575.95
11015 · Interest & Finance Charges	0.00	802.42	-802.42
11016 · BGE-H 927892	1,380.00	2,407.26	-1,027.26
11017 · Salary (10%) G&A	1,724.00	0.00	1,724.00
11022 · Legal & Accounting Fees	0.00	14.68	-14.68
11023 · Penalties	53.19	0.00	53.19
11024 · Misc G&A Expenses	175.00	0.00	175.00
11026 · Bank Fee	50.00	100.00	-50.00
<b>Total 10000 · General &amp; Accounting Expenses</b>	<b>7,356.44</b>	<b>7,725.56</b>	<b>-369.12</b>
6000 · Theatre Expenses			
6001 · Advertising-Promo-Marketing	2,011.32	2,083.87	-72.55
6002 · Costumes	986.13	1,283.87	-297.74
6003 · Props	1,499.69	2,728.23	-1,228.54
6004 · Sets	793.49	641.94	151.55
6009 · Talent Fees			
6009-5 · Spots Cabaret	1,367.73	160.87	1,206.86
6009-6 · Musicians-Productions	1,200.00	3,000.00	-1,800.00
<b>Total 6009 · Talent Fees</b>	<b>2,567.73</b>	<b>3,160.87</b>	<b>-593.14</b>
6010 · Theatre Equipment			
60100 · Lighting & Sound Equipment			
60103 · Sound Equipment	42.24	0.00	42.24
<b>Total 60100 · Lighting &amp; Sound Equipment</b>	<b>42.24</b>	<b>0.00</b>	<b>42.24</b>
6010 · Theatre Equipment - Other	0.00	854.84	-854.84
<b>Total 6010 · Theatre Equipment</b>	<b>42.24</b>	<b>854.84</b>	<b>-812.60</b>
6012 · Thtre-Repairs & Maintenance			
6012-1 · Parking	888.25	1,027.10	-138.85
6012 · Thtre-Repairs & Maintenance - Other	2,161.31	2,728.23	-566.92
<b>Total 6012 · Thtre-Repairs &amp; Maintenance</b>	<b>3,049.56</b>	<b>3,755.33</b>	<b>-705.77</b>

**SPOTLIGHTERS**  
**Profit & Loss Budget vs. Actual**  
September 1, 2016 through March 13, 2017

	Sep 1, '16 - Mar 13, 17	Budget	\$ Over Budget
6013 · Thtre-General Supplies	269.54	802.42	-532.88
6014 · Royalties	12,483.40	7,475.00	5,008.40
6016 · Credit Card Fees	2,509.17	2,407.26	101.91
6017 · Arts People Fees	1,569.30	2,246.77	-677.47
6018 · Thtre-Rent(50%)	3,945.00	4,172.58	-227.58
6019 · BGE-T 039624	2,290.00	2,728.23	-438.23
6020 · Thtre-Salary(40%)	8,689.95	6,644.03	2,045.92
6021 · Printing (Ink Cost)	2,700.00	4,012.10	-1,312.10
6022 · PhotoCall	750.00	1,000.00	-250.00
6023 · Thtre-Comins60%	1,450.50	962.90	487.60
6024 · Scripts	25.24	1,150.00	-1,124.76
6025 · Benefit Payment	0.00	1,059.68	-1,059.68
6027 · Relocation Fees	256.90	0.00	256.90
6100 · Rental Tech	0.00	500.00	-500.00
6000 · Theatre Expenses - Other	47.83	0.00	47.83
<b>Total 6000 · Theatre Expenses</b>	<b>47,936.99</b>	<b>49,669.92</b>	<b>-1,732.93</b>
6028 · Professional Development Course	22.68	500.00	-477.32
66000 · Payroll Exp-Taxes	2,067.72	1,800.00	267.72
66900 · Reconciliation Discrepancies	-1,005.46	0.00	-1,005.46
<b>7000 · Educational Programs</b>			
7100 · Academy Expenses			
7101 · Acad-Staff			
7101a · Acad-Ed Director	6,000.00	6,419.35	-419.35
7101b · Acad-Workshop Instructor	30.00	0.00	30.00
7101g · After-School Program	125.00	400.00	-275.00
7101j · InternStipend	600.00	0.00	600.00
7101k · AcadAdminCoordinator	1,800.00	1,925.81	-125.81
7101l · Acad-Schl- CurriculumInstructor	4,527.50	750.00	3,777.50
7101m · Acad-Schl-AfterSchoolInstructor	985.00	0.00	985.00
7101z · Acad-ExeDirector-Acad (20%)	2,586.00	3,370.16	-784.16
7101 · Acad-Staff - Other	150.00	0.00	150.00
<b>Total 7101 · Acad-Staff</b>	<b>16,803.50</b>	<b>12,865.32</b>	<b>3,938.18</b>
7102 · Acad-Supplies&Materials	191.00	1,000.00	-809.00
7103 · Meals-Academy	70.40	0.00	70.40
7104 · Promotional-Academy	0.00	1,000.00	-1,000.00
7105 · Acad-Rent (20%)	1,578.00	1,669.03	-91.03
7107 · Acad Insurance	0.00	320.97	-320.97
7100 · Academy Expenses - Other	49.99	0.00	49.99
<b>Total 7100 · Academy Expenses</b>	<b>18,692.89</b>	<b>16,855.32</b>	<b>1,837.57</b>
7300 · Acad - Prof Development	74.00	500.00	-426.00
7000 · Educational Programs - Other	510.00	0.00	510.00
<b>Total 7000 · Educational Programs</b>	<b>19,276.89</b>	<b>17,355.32</b>	<b>1,921.57</b>
<b>8000 · House Expenses</b>			
8003 · Receptions			
8003-C · Cabaret-Receptions	0.00	283.87	-283.87
8003-P · Reception Supplies	0.00	350.00	-350.00
8003-S · Opening Night Receptions	42.78	0.00	42.78
<b>Total 8003 · Receptions</b>	<b>42.78</b>	<b>633.87</b>	<b>-591.09</b>
8004 · Hse-Rent(20%)	1,578.00	1,669.03	-91.03
8005 · Hse-Repairs&Maintenance	1,049.35	192.58	856.77
8006 · Sales Tax	57.03	128.39	-71.36
8009 · Concession Supplies	2,557.77	1,604.84	952.93
8010 · Souvenir Cost	610.00	1,059.19	-449.19
<b>Total 8000 · House Expenses</b>	<b>5,894.93</b>	<b>5,287.90</b>	<b>607.03</b>
<b>9000 · Grant &amp; Donations Expenses</b>			
9005 · Development-Sal(20%)	4,310.00	3,209.68	1,100.32

SPOTLIGHTERS  
Profit & Loss Budget vs. Actual  
September 1, 2016 through March 13, 2017

	Sep 1, '16 - Mar 13, 17	Budget	\$ Over Budget
9006 · Development-Rent(10%)	789.00	834.52	-45.52
9007 · Grants-Expenses	0.00	500.00	-500.00
9010 · Development Intern	0.00	3,209.68	-3,209.68
<b>Total 9000 · Grant &amp; Donations Expenses</b>	<b>5,099.00</b>	<b>7,753.88</b>	<b>-2,654.88</b>
9500 · AHC Expenses			
9501 · AHC Advertising	175.00	0.00	175.00
9502 · AHC Catering	8,027.78	4,125.00	3,902.78
9503 · AHC Production	475.00	0.00	475.00
9504 · AHC Promotional Materials	599.00	350.00	249.00
<b>Total 9500 · AHC Expenses</b>	<b>9,276.78</b>	<b>4,475.00</b>	<b>4,801.78</b>
<b>Total Expense</b>	<b>95,925.97</b>	<b>94,567.58</b>	<b>1,358.39</b>
<b>Net Ordinary Income</b>	<b>-8,671.69</b>	<b>18,755.17</b>	<b>-27,426.86</b>
<b>Net Income</b>	<b>-8,671.69</b>	<b>18,755.17</b>	<b>-27,426.86</b>