

Spotlighters Theatre

Sept 12, 2016 Board Meeting Agenda

1. Minutes
2. General Business
 - Jay Gilman
 - Downtown Partnership Membership (\$500)
3. Finance Reports
 - a. Review of P&L for end of year 15/16
 - b. Show Reports for end of 15/16 Season
 - c. New format for 16/17 season
 - d. Financial Standing
 - Checking \$15,627.05
 - Savings \$ 3,000.85
 - LoC \$ 8,031.41
4. Education Reports
5. Fund Raising / Development
 - Board Members need to be active in fund raising.
 - How do we develop our Individual Donors within the theatre?
 - What can board members do to increase Individual Donors and/or secure new audience members?
6. Committee Reports - need to request reports before meeting.
 - a. Artistic - need to re-schedule
 - b. Finance - reports
 - c. Education - reports
7. AHC
 - Grand contract is secured and paid
 - DJ is secured (\$475)
 - Awards Rec'd
 - Invitations Mailed - 338 by Spotlighters; 45 provided to V Lancisi
 - Additional for Board to send
8. Relocation Update / Feasibility Study / Management Study
 - BDC Review Commission should be meeting this week for initial decision
 - If approved will go to BDC Board of Directors for final decision, could be as early as mid-October or could be later.
 - Management Study:
 - Reviewing current duties of Artistic Managing Director / to determine which tasks will be re-assigned to future staff
 - Develop a theatre Projects/Tasks Calendar
 - Develop a list of policies and procedures to be formulated by Board - HR Policies will be important and development of basic operating procedures for the theatre: How does the work of the theatre get done? What are hard deadlines for items?
9. Interns
 - Valerie Blaemire - Development 8hr/wk (Grad - Arts Admin)
 - Danae Bell - Community Development 8hr/wk (Communications/Community Development - UMBC)
 - Brandi Bell - Tech/Front of House 8hr/wk (Theatre Production - Coppin)
 - Daniel Weissglass - Tech/Lighting 4-5 hr/wk (Grad - JHU Physics)

SPOTLIGHTERS
Profit & Loss Budget vs. Actual

September 1 - 12, 2016

	Sep 1 - 12, 16	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
5100 · Income			
5400 · AHC Income			
5420 · AHC Ticket Sales	0.00	40.00	-40.00
5430 · AHC Donations	8,500.00	0.00	8,500.00
Total 5400 · AHC Income	<u>8,500.00</u>	<u>40.00</u>	<u>8,460.00</u>
Total 5100 · Income	8,500.00	40.00	8,460.00
5110 · Theatre Income (Programs)			
5111 · Ticket Sales	3,722.00	2,300.00	1,422.00
5112 · Program Ads	0.00	150.00	-150.00
5113 · Subscriptions	415.00	600.00	-185.00
5115 · Misc Income	29.00	0.00	29.00
Total 5110 · Theatre Income (Programs)	<u>4,166.00</u>	<u>3,050.00</u>	<u>1,116.00</u>
5200 · Grants & Donation Income			
5200-1 · Facility Development Fund			
5200-10 · FDF-Individual Donation	2,550.00	0.00	2,550.00
Total 5200-1 · Facility Development Fund	<u>2,550.00</u>	<u>0.00</u>	<u>2,550.00</u>
5210 · General Grants			
5214 · Foundation Grant			
5214-12 · Abell Foundation	0.00	2,000.00	-2,000.00
5214-2 · Laverna Hahn Trust	0.00	2,000.00	-2,000.00
5214-7 · Macht Foundation	0.00	400.00	-400.00
5214-8 · JohnLeidy Foundation	0.00	200.00	-200.00
Total 5214 · Foundation Grant	<u>0.00</u>	<u>4,600.00</u>	<u>-4,600.00</u>
5215 · Government Grants			
5215-1 · FreeFallProgram	800.00	320.00	480.00
Total 5215 · Government Grants	<u>800.00</u>	<u>320.00</u>	<u>480.00</u>
Total 5210 · General Grants	<u>800.00</u>	<u>4,920.00</u>	<u>-4,120.00</u>
Total 5200 · Grants & Donation Income	3,350.00	4,920.00	-1,570.00
5211 · Partner			
5211-0 · Partner-Individual	0.00	2,000.00	-2,000.00
5211 · Partner - Other	2,079.00	0.00	2,079.00
Total 5211 · Partner	<u>2,079.00</u>	<u>2,000.00</u>	<u>79.00</u>
5220 · Educational Program Grants	0.00	2,000.00	-2,000.00
5300 · House Income			
5310 · Concession Sales	112.60	100.00	12.60
5320 · Souvenir Sales	0.00	40.00	-40.00
Total 5300 · House Income	<u>112.60</u>	<u>140.00</u>	<u>-27.40</u>
5500 · Education Income			
5513 · Acad-Schl-CurriculumPrograms	6,548.50	1,200.00	5,348.50
Total 5500 · Education Income	<u>6,548.50</u>	<u>1,200.00</u>	<u>5,348.50</u>
Total Income	<u>24,756.10</u>	<u>13,350.00</u>	<u>11,406.10</u>
Gross Profit	24,756.10	13,350.00	11,406.10
Expense			
10000 · General & Accounting Expenses			
11004 · Licenses	0.00	20.00	-20.00
11005 · Dues & Subscriptions	0.00	180.00	-180.00
11006 · Office Equipment	0.00	20.00	-20.00
11007 · Office Supplies	24.95	30.00	-5.05

SPOTLIGHTERS
Profit & Loss Budget vs. Actual

September 1 - 12, 2016

Cash Basis

	Sep 1 - 12, 16	Budget	\$ Over Budget
11008 · Postage	115.99	40.00	75.99
11011 · Internet Services	180.00	72.00	108.00
11012 · Insurance-Com 40%	0.00	32.00	-32.00
11015 · Interest & Finance Charges	0.00	50.00	-50.00
11016 · BGE-H 927892	0.00	150.00	-150.00
11026 · Bank Fee	0.00	40.00	-40.00
Total 10000 · General & Accounting Expenses	320.94	634.00	-313.06
6000 · Theatre Expenses			
6001 · Advertising-Promo-Marketing	103.92	80.00	23.92
6002 · Costumes	0.00	80.00	-80.00
6003 · Props	169.63	170.00	-0.37
6004 · Sets	76.48	40.00	36.48
6010 · Theatre Equipment			
60100 · Lighting & Sound Equipment			
60103 · Sound Equipment	1.98	0.00	1.98
Total 60100 · Lighting & Sound Equipment	1.98	0.00	1.98
6010 · Theatre Equipment - Other	0.00	100.00	-100.00
Total 6010 · Theatre Equipment	1.98	100.00	-98.02
6012 · Thtre-Repairs & Maintenance			
6012-1 · Parking	141.00	64.00	77.00
6012 · Thtre-Repairs & Maintenance - Other	40.00	170.00	-130.00
Total 6012 · Thtre-Repairs & Maintenance	181.00	234.00	-53.00
6013 · Thtre-General Supplies	83.98	50.00	33.98
6014 · Royalties	5,460.00	360.00	5,100.00
6016 · Credit Card Fees	279.04	150.00	129.04
6017 · Arts People Fees	0.00	140.00	-140.00
6018 · Thtre-Rent(50%)	650.00	260.00	390.00
6019 · BGE-T 039624	0.00	170.00	-170.00
6020 · Thtre-Salary(40%)	0.00	414.00	-414.00
6021 · Printing (Ink Cost)	500.00	250.00	250.00
6022 · PhotoCall	0.00	60.00	-60.00
6023 · Thtre-Comins60%	0.00	60.00	-60.00
6024 · Scripts	0.00	20.00	-20.00
6025 · Benefit Payment	0.00	140.00	-140.00
6100 · Rental Tech	0.00	100.00	-100.00
Total 6000 · Theatre Expenses	7,506.03	2,878.00	4,628.03
6028 · Professional Development Course	0.00	200.00	-200.00
66900 · Reconciliation Discrepancies	9.03	0.00	9.03
7000 · Educational Programs			
7100 · Academy Expenses			
7101 · Acad-Staff			
7101a · Acad-Ed Director	0.00	400.00	-400.00
7101k · AcadAdminCoordinator	0.00	120.00	-120.00
7101z · Acad-ExeDirector-Acad (20%)	0.00	210.00	-210.00
Total 7101 · Acad-Staff	0.00	730.00	-730.00
7102 · Acad-Supplies&Materials	0.00	400.00	-400.00
7104 · Promotional-Academy	0.00	200.00	-200.00
7105 · Acad-Rent (20%)	260.00	104.00	156.00
7107 · Acad Insurance	0.00	20.00	-20.00
Total 7100 · Academy Expenses	260.00	1,454.00	-1,194.00
7300 · Acad - Prof Development	37.00	200.00	-163.00

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Cash Basis

SPOTLIGHTERS
Profit & Loss Budget vs. Actual

September 1 - 12, 2016

	Sep 1 - 12, 16	Budget	\$ Over Budget
Total 7000 · Educational Programs	297.00	1,654.00	-1,357.00
8000 · House Expenses			
8003 · Receptions			
8003-P · Reception Supplies	0.00	140.00	-140.00
Total 8003 · Receptions	0.00	140.00	-140.00
8004 · Hse-Rent(20%)	260.00	104.00	156.00
8005 · Hse-Repairs&Maintenance	117.60	12.00	105.60
8006 · Sales Tax	0.00	8.00	-8.00
8009 · Concession Supplies	0.00	100.00	-100.00
8010 · Souvenir Cost	0.00	66.00	-66.00
Total 8000 · House Expenses	377.60	430.00	-52.40
9000 · Grant & Donations Expenses			
9005 · Development-Sal(20%)	0.00	200.00	-200.00
9006 · Development-Rent(10%)	130.00	52.00	78.00
9007 · Grants-Expenses	0.00	200.00	-200.00
9010 · Development Intern	0.00	200.00	-200.00
Total 9000 · Grant & Donations Expenses	130.00	652.00	-522.00
9500 · AHC Expenses			
9501 · AHC Advertising	175.00	0.00	175.00
9502 · AHC Catering	6,550.00	0.00	6,550.00
9504 · AHC Promotional Materials	434.00	100.00	334.00
Total 9500 · AHC Expenses	7,159.00	100.00	7,059.00
Total Expense	15,799.60	6,548.00	9,251.60
Net Ordinary Income	8,956.50	6,802.00	2,154.50
Net Income	8,956.50	6,802.00	2,154.50

SPOTLIGHTERS
Profit & Loss Budget vs. Actual

September 2015 through August 2016

	Sep '15 - Aug 16	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
5000 · Investments			
45030 · Interest-Savings, Short-term CD	10.14	0.00	10.14
Total 5000 · Investments	10.14	0.00	10.14
5100 · Income			
5400 · AHC Income			
5410 · AHC Silent Auction Income	1,358.00	3,500.00	-2,142.00
5420 · AHC Ticket Sales	3,935.00	3,650.00	285.00
5430 · AHC Donations	239.25	0.00	239.25
5450 · AHC Raffle Income	122.00	0.00	122.00
Total 5400 · AHC Income	6,069.25	7,150.00	-1,080.75
Total 5100 · Income	6,069.25	7,150.00	-1,080.75
5110 · Theatre Income (Programs)			
5111 · Ticket Sales			
5111a · Preview Tickets	245.00	0.00	245.00
5111 · Ticket Sales - Other	70,517.78	60,000.00	10,517.78
Total 5111 · Ticket Sales	70,762.78	60,000.00	10,762.78
5112 · Program Ads	2,070.00	1,500.00	570.00
5113 · Subscriptions	6,473.00	5,000.00	1,473.00
5114 · Gift Certificate	156.00	0.00	156.00
5115 · Misc Income	451.04	0.00	451.04
5116 · Rental	550.00	0.00	550.00
5118 · Props/Costume Rental	500.00	0.00	500.00
Total 5110 · Theatre Income (Programs)	80,962.82	66,500.00	14,462.82
5200 · Grants & Donation Income			
5200-1 · Facility Development Fund			
5200-10 · FDF-Individual Donation	28,743.45	0.00	28,743.45
5200-11 · FDF-Grant	10,000.00	0.00	10,000.00
Total 5200-1 · Facility Development Fund	38,743.45	0.00	38,743.45
5210 · General Grants			
5214 · Foundation Grant			
5214-1 · Baker Fund	10,000.00	0.00	10,000.00
5214-10 · BHT	0.00	1,500.00	-1,500.00
5214-11 · CharlesThompsonCharitableTrust	0.00	1,000.00	-1,000.00
5214-2 · Laverna Hahn Trust	5,000.00	5,000.00	0.00
5214-3 · Rouse Foundation	0.00	2,500.00	-2,500.00
5214-4 · TRowePrice Foundation	0.00	1,000.00	-1,000.00
5214-5 · Cooper Family Fund	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	1,000.00	-1,000.00
Total 5214 · Foundation Grant	15,000.00	14,000.00	1,000.00
5215 · Government Grants			
5215-2 · BOPA - Baltimore City	1,000.00	0.00	1,000.00
Total 5215 · Government Grants	1,000.00	0.00	1,000.00
Total 5210 · General Grants	16,000.00	14,000.00	2,000.00
5250 · Improvements - Theatre			
5252 · Theatre Seats	25.00	0.00	25.00
5254 · HVAC Donation	100.00	0.00	100.00
Total 5250 · Improvements - Theatre	125.00	0.00	125.00
5260 · Equipment - Theatre	0.00	1,020.00	-1,020.00
Total 5200 · Grants & Donation Income	54,868.45	15,020.00	39,848.45

SPOTLIGHTERS
Profit & Loss Budget vs. Actual

September 2015 through August 2016

	Sep '15 - Aug 16	Budget	\$ Over Budget
5211 · Partner			
5211-1 · Partner-Show Donation	199.00	0.00	199.00
5211 · Partner - Other	19,175.71	20,000.00	-824.29
Total 5211 · Partner	19,374.71	20,000.00	-625.29
5220 · Educational Program Grants			
5223 · Academy Grants-Foundation			
5223-0 · Acad Grants-Foundation Other	0.00	15,000.00	-15,000.00
5223-4 · ClaytonBakerTrust	5,000.00	5,000.00	0.00
Total 5223 · Academy Grants-Foundation	7,000.00	20,000.00	-13,000.00
5220 · Educational Program Grants - Other	75.00	0.00	75.00
Total 5220 · Educational Program Grants	7,075.00	20,000.00	-12,925.00
5300 · House Income			
5310 · Concession Sales	2,884.80	4,000.00	-1,115.20
5320 · Souvenir Sales	1,210.00	795.00	415.00
5330 · Misc Income	63.58	0.00	63.58
Total 5300 · House Income	4,158.38	4,795.00	-636.62
5500 · Education Income			
5510 · Acad-Tuition	5,073.85	15,200.00	-10,126.15
5511 · Acad-AfterSchool	1,040.00	750.00	290.00
5512 · Acad-Workshops	360.00	0.00	360.00
5513 · Acad-Schl-CurriculumPrograms	1,108.37	0.00	1,108.37
5520 · Seminar & Workshop Fees	455.00	0.00	455.00
5522 · Acad-Ticket Sales	946.00	1,000.00	-54.00
Total 5500 · Education Income	10,997.72	16,950.00	-5,952.28
Total Income	183,516.47	150,415.00	33,101.47
Gross Profit	183,516.47	150,415.00	33,101.47
Expense			
10000 · General & Accounting Expenses			
11003 · Marketing	177.74	0.00	177.74
11004 · Licenses	325.00	400.00	-75.00
11005 · Dues & Subscriptions	1,225.20	1,195.00	30.20
11006 · Office Equipment	729.96	100.00	629.96
11007 · Office Supplies	2,101.35	2,700.00	-598.65
11008 · Postage	781.96	1,020.00	-238.04
11010 · Telephone Services	0.00	936.00	-936.00
11011 · Internet Services	2,337.48	864.00	1,473.48
11012 · Insurance-Com 40%	664.25	1,400.00	-735.75
11015 · Interest & Finance Charges	0.00	3,610.74	-3,610.74
11016 · BGE-H 927892	2,296.46	3,307.88	-1,011.42
11017 · Salary (10%) G&A	1,464.00	3,192.00	-1,728.00
11023 · Penalties	35.00	0.00	35.00
11024 · Misc G&A Expenses	77.12	1,140.00	-1,062.88
11026 · Bank Fee	102.94	0.00	102.94
Total 10000 · General & Accounting Expenses	12,318.46	19,865.62	-7,547.16
6000 · Theatre Expenses			
6001 · Advertising-Promo-Marketing	7,510.53	2,400.00	5,110.53
6002 · Costumes	3,370.57	2,520.00	850.57
6003 · Props	5,173.95	2,100.00	3,073.95
6004 · Sets	321.54	1,500.00	-1,178.46
6007 · Stage Mgr Fee	0.00	300.00	-300.00
6008 · Tech Staff	0.00	300.00	-300.00
6009 · Talent Fees			

SPOTLIGHTERS
Profit & Loss Budget vs. Actual

September 2015 through August 2016

	Sep '15 - Aug 16	Budget	\$ Over Budget
6009-5 · Spots Cabaret	1,155.00	0.00	1,155.00
6009-6 · Musicians-Productions	5,570.00	5,040.00	530.00
6009 · Talent Fees - Other	422.10	0.00	422.10
Total 6009 · Talent Fees	7,147.10	5,040.00	2,107.10
6010 · Theatre Equipment			
60100 · Lighting & Sound Equipment			
60102 · Lighting Equipment	0.00	1,200.00	-1,200.00
60103 · Sound Equipment	189.26	1,200.00	-1,010.74
60100 · Lighting & Sound Equipment - Other	678.21	0.00	678.21
Total 60100 · Lighting & Sound Equipment	867.47	2,400.00	-1,532.53
60110 · Theatre Tools	9.51	1,200.00	-1,190.49
Total 6010 · Theatre Equipment	876.98	3,600.00	-2,723.02
6011 · Improvements			
60114 · HVAC Heating	1,119.00	0.00	1,119.00
Total 6011 · Improvements	16,839.75	0.00	16,839.75
6012 · Thtre-Repairs & Maintenance			
6012-1 · Parking	1,911.25	0.00	1,911.25
6012 · Thtre-Repairs & Maintenance - Other	3,850.43	1,800.00	2,050.43
Total 6012 · Thtre-Repairs & Maintenance	5,761.68	1,800.00	3,961.68
6013 · Thtre-General Supplies	645.37	900.00	-254.63
6014 · Royalties	12,796.61	10,500.00	2,296.61
6016 · Credit Card Fees	4,827.91	4,020.00	807.91
6017 · Arts People Fees	3,139.05	3,540.00	-400.95
6018 · Thtre-Rent(50%)	7,731.00	7,800.00	-69.00
6019 · BGE-T 039624	4,779.43	5,400.00	-620.57
6020 · Thtre-Salary(40%)	19,268.05	15,000.00	4,268.05
6021 · Printing (Ink Cost)	4,122.91	4,980.00	-857.09
6022 · PhotoCall	950.00	1,380.00	-430.00
6023 · Thtre-ComIns60%	1,594.38	1,100.00	494.38
6024 · Scripts	169.54	2,100.00	-1,930.46
6025 · Benefit Payment	50.00	0.00	50.00
6027 · Relocation Fees	2,511.00	0.00	2,511.00
6000 · Theatre Expenses - Other	6.72	0.00	6.72
Total 6000 · Theatre Expenses	109,594.07	76,280.00	33,314.07
6028 · Professional Development Course	550.06	0.00	550.06
66000 · Payroll Exp-Taxes	1,264.13	1,457.14	-193.01
66900 · Reconciliation Discrepancies	-1,122.72	0.00	-1,122.72
7000 · Educational Programs			
7100 · Academy Expenses			
7101 · Acad-Staff			
7101a · Acad-Ed Director	9,000.00	10,500.00	-1,500.00
7101b · Acad-Workshop Instructor	1,350.00	1,500.00	-150.00
7101c · Acad-US-Classical Theatre	1,350.00	1,500.00	-150.00
7101d · Acad-US-Musical Theatre	0.00	1,500.00	-1,500.00
7101e · Acad-LowerSchool II	1,300.00	1,300.00	0.00
7101f · Acad-LowerSchool I	1,300.00	1,300.00	0.00
7101g · After-School Program	965.98	1,500.00	-534.02
7101i · Acad-Interns	1,500.00	1,600.00	-100.00
7101j · InternStipend	0.00	3,600.00	-3,600.00
7101k · AcadAdminCoordinator	3,600.00	3,600.00	0.00
7101l · Acad-Schl- CurriculumInstructor	1,937.50	0.00	1,937.50
7101z · Acad-ExeDirector-Acad (20%)	3,200.00	2,100.00	1,100.00
Total 7101 · Acad-Staff	25,503.48	30,000.00	-4,496.52
7102 · Acad-Supplies&Materials	878.19	800.00	78.19
7103 · Meals-Academy	172.38	300.00	-127.62

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09/12/16

Cash Basis

SPOTLIGHTERS
Profit & Loss Budget vs. Actual

September 2015 through August 2016

	Sep '15 - Aug 16	Budget	\$ Over Budget
7104 · Promotional-Academy	1,926.92	500.00	1,426.92
7105 · Acad-Rent (20%)	5,342.40	3,120.00	2,222.40
7106 · BGE-A 87264	0.00	600.00	-600.00
7107 · Acad Insurance	268.87	340.00	-71.13
Total 7100 · Academy Expenses	34,092.24	35,660.00	-1,567.76
7200 · Seminars & Workshops			
7201 · Workshop-Staff	375.00	0.00	375.00
Total 7200 · Seminars & Workshops	698.56	0.00	698.56
7300 · Acad - Prof Development	45.00	0.00	45.00
Total 7000 · Educational Programs	34,835.80	35,660.00	-824.20
8000 · House Expenses			
8003 · Receptions			
8003-O · Receptions Other	2.75	0.00	2.75
8003-P · Reception Supplies	198.50	0.00	198.50
Total 8003 · Receptions	201.25	0.00	201.25
8004 · Hse-Rent(20%)	3,092.40	3,120.00	-27.60
8005 · Hse-Repairs&Maintenance	613.06	360.00	253.06
8006 · Sales Tax	147.86	240.00	-92.14
8009 · Concession Supplies	3,607.23	3,300.00	307.23
8010 · Souvenir Cost	1,230.00	0.00	1,230.00
Total 8000 · House Expenses	8,891.80	7,020.00	1,871.80
9000 · Grant & Donations Expenses			
9005 · Development-Sal(20%)	3,336.00	2,160.00	1,176.00
9006 · Development-Rent(10%)	1,546.20	1,560.00	-13.80
Total 9000 · Grant & Donations Expenses	5,447.20	3,720.00	1,727.20
9500 · AHC Expenses			
9501 · AHC Advertising	0.00	500.00	-500.00
9502 · AHC Catering	2,089.53	4,000.00	-1,910.47
9503 · AHC Production	0.00	700.00	-700.00
9504 · AHC Promotional Materials	105.82	175.00	-69.18
9506 · AHC AuctionExpense	49.83	955.00	-905.17
Total 9500 · AHC Expenses	2,245.18	6,330.00	-4,084.82
Total Expense	174,023.98	150,332.76	23,691.22
Net Ordinary Income	9,492.49	82.24	9,410.25
Net Income	9,492.49	82.24	9,410.25

Show Statistics - 15/16												
	# Perf	Tkts	Ave Seats	Sales	Ave Tkt	Notes	CC Tkts \$	TT Fees	NET	Gross \$	% Fee of	% CC of
Sensation Novel (13)	13	475	36.54	\$ 6,894.00	\$ 14.51	56.21%	\$5,776.00	\$ 264.05	\$6,629.95	3.83%		83.78%
Zombie Prom (13)	13	558	42.92	\$ 8,464.00	\$ 15.17	66.04%	\$7,328.00	\$ 313.20	\$8,150.80	3.70%		86.58%
A Tuna Christmas (16)	16	553	34.56	\$ 7,606.00	\$ 13.75	53.17%	\$6,459.00	\$ 297.80	\$7,308.20	3.92%		84.92%
Moonlight & Magnolias (13)*	9	320	35.56	\$ 3,653.00	\$ 11.42	37.87%	\$3,291.00	\$ 155.20	\$3,497.80	4.25%		90.09%
Southern Baptist Sissies (13)	13	573	44.08	\$ 7,812.00	\$ 13.63	67.81%	\$7,024.00	\$ 287.50	\$7,524.50	3.68%		89.91%
Lady Day (10)	10	505	50.50	\$ 6,722.00	\$ 13.31	48.56%	\$6,322.00	\$ 270.55	\$6,451.45	4.02%		94.05%
Evita (16)	16	965	60.31	\$ 14,503.00	\$ 15.03	92.79%	#####	\$ 563.45	#####	3.89%		88.14%
Dangerous Liaisons (13)	13	379	29.15	\$ 5,145.00	\$ 13.58	36.44%	\$4,495.00	\$ 194.85	\$4,950.15	3.79%		87.37%
Tick, Tick... Boom! (13)	13	483	37.15	\$ 6,734.00	\$ 13.94	46.44%	\$ -	\$ -	\$6,734.00	0.00%		0.00%
Furies BPF	4	35	8.75	\$ 335.00	\$ 9.57	\$12	\$ -	\$ -	\$ 335.00	0.00%		0.00%
YAA Performance (2)	2	84	42.00	\$ 946.00	\$ 11.26	\$12	\$ -	\$ -	\$ 946.00	0.00%		0.00%
Aud Herman Celeb (1)	1	67	67.00	\$ 3,935.00	\$ 58.73	\$75 \$45	\$3,345.00	\$ 45.50	\$3,889.50	1.16%		85.01%
Footlights Series (4)	0	0	#DIV/0!	\$ -	#DIV/0!	0 \$	\$ -	\$ -	\$ -	#DIV/0!		#DIV/0!
* Snow Closure												
TOTAL (123)	123	4,997	40.63	\$ 72,749.00	\$ 14.56	62.50%	#####	#####	#####	3.29%		78.11%
MainStage Info (100)	116	4,811	41.47	\$ 67,533.00	\$ 14.04	63.81%	#####	#####	#####	3.47%		79.19%

New Format with Production Costs												
	# Perf	Tkts	Ave Seats	Sales	Ave Tkt	% Cap	Props	Sets	Costumes	Royalties	Fees	NET Income
Marx in Soho (10)	7	202	28.86	\$ 2,800.50	\$ 13.86	23.91%	\$ 1.98	\$ -	\$ -	\$ 280.05	\$ 100.85	\$ 2,417.62
Political Cabaret (4)	2	66	33.00	\$ 1,001.50	\$ 15.17	30.00%	\$ -	\$ -	\$ -	\$ -	\$ 32.25	\$ 969.25
Das Barbecu (13)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ -	\$ -	\$ -	\$ 2,840.00	\$ -	\$ (2,840.00)
Game's Afoot (16)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ 178.15	\$ -	\$ -	\$ -	\$ -	\$ (178.15)
Three Penny Opera (13)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
The Women (13)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
The Wiz (13)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Judy & the General (4)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
She Kills Monsters (13)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Spring Awakening (13)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ -	\$ -	\$ -	\$ 1,320.00	\$ -	\$ (1,320.00)
Vinegar Tom (10)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Audrey Herman Celeb (1)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Acad Performance (2)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cabaret Series (6)	0	0	#DIV/0!	\$ -	#DIV/0!	0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL (123)	9	268	29.78	\$ 3,802.00	\$ 14.19	45.81%	\$ 180.13	\$ -	\$ -	\$ 4,440.05	\$ 133.10	\$ (951.28)
MainStage Info (100)	9	268	29.78	\$ 3,802.00	\$ 14.19	45.81%	\$ 180.13	\$ -	\$ -	\$ 4,440.05	\$ 100.85	\$ (919.03)

Education Programs Spotlighters Theatre

Young Actors Academy Fall After-School Program:

We have classes ready to start the week of September 26th.

We have 2 students signed up for the Actors Tool Box K-3 class.

We have 3 students signed up for the Actors Tool Box 4-8 class.

We need to have at least 6 students signed up for a class in order for the class to be offered.

Young Actors Academy Summer Program:

The dates of the summer program were from July 11th – August 12th.

Lower School Students: 14

Upper School Students: 8

Attendance for Upper School Performance: 84 tickets / \$946 Ticket Sales

In School Programs:

City Neighbors High School – We are offering an Actors Tool Box class for students in Grades 9-12. There are 22 students in the class. We are offering two class of the Actors Tool Box, each lasting 10 weeks, to cover the first semester. The class takes place on Mondays, Tuesdays, Thursdays, and Fridays from 2:00 P.M – 3:00 P.M. and on Wednesdays from 11:00 A.M – 11:40 A.M.

Lance Bankerd is the instructor for the class, and Chelbi Dickens is the Teaching Assistant for the class. During each Actors Tool Box program, the students will study workshops in the following areas of theatre: Make-up, Masks and Movement, Stage Combat, and Musical Theatre. Through studying Musical Theatre, the students will be able to decide whether they would like to perform in a Musical, or in a Comedy or Drama for the final production.

For the second semester, the students will work on a full production. If the student decide that they would like to perform in a Muscial Theatre production, Lance Bankers and Billy Georg will be the Instructors. If the students decide that they would like to perform in a Comedy or Drama, Lance Bankerd and Chelbi Dickens will the Instructors.

The entire program will total a cost of \$12,987.

North Bend Elementary School – We are offering an Actors Tool Box class to 20 students in Grades 3-5. The class will take place on Tuesdays from September 13th – December 20th. The first 2 classes will last for one hour, all the other classes will last for 1 and ½ hours. The students will learn about character development, using your voice in a theatrical production, and working as an ensemble. The students will create their own story, which they will perform as a production. Tavish Forsyth is the Lead Instructors, and Charlotte Bent is the Teaching Assistant. The students will perform their final production on December 20th.

The entire program will total a cost of \$950.

Mount Royal Elementary School – We are offering a Musical Theatre class to 12 students in Grades K-3. Billy Georg will be the Lead Instructor for the class. The class will take place on Tuesdays from September 20th – December 29th. The class will be from 2:4 P.M – 3:45 P.M. The students will study Musical Theatre will include dancing, singing, projection, and basic music theory.

The entire program will total a cost of \$325.

DOWNTOWN



BALTIMORE

THE BENEFITS OF MEMBERSHIP

Downtown Partnership of Baltimore is your connection to everything that's happening in Maryland's largest business center, cultural district, and fastest-growing neighborhoods. More than 650 companies from around the region – ranging from large businesses and non-profits to small entrepreneurial firms – are members of Downtown Partnership. Membership gets you special access to Downtown news and information, networking opportunities, and marketing promotions. And, our web and social media tools help everyone find dining, shopping, events, a place to live or start a business.

From our State of Downtown Breakfast to our Annual Meeting and all of the events in between, DPOB works to create professional relationships in Baltimore City, the region's largest business and residential center. We believe that a connected Downtown is a strong Downtown, and our members agree. Becoming a member is an investment in your business, and an investment in Downtown.

MEMBERS RECEIVE THE FOLLOWING BENEFITS

- Free admission to networking events that draw thousands of regional business and civic leaders, including our State of Downtown Breakfast and industry-specific receptions
- Discounted tickets to our Annual Meeting, with over 700 regional businesses represented
- Priority access to sponsorship opportunities for major events such as the Annual Meeting, Monument Lighting, and Pratt Street Farmer's Market
- Company listing on The Partnership's online membership directory and B2B referrals
- Access to the "Members-Only" section of our website to make direct connections with other members
- Opportunity to post events/promotions in monthly emails to over 15,000 residents and employees
- Free admission to Spring Networking Reception and Downtown 101 Event
- Ability to access specific details about Downtown development news
- Access to a development database with inventories and development pipelines for Downtown Baltimore real estate
- Advocacy and promotion - opportunity to be included in events promoting Downtown and campaigns aimed at business and residential recruitment
- Mailing labels, free once per year, to Downtown Partnership's membership base and contacts
- Opportunity to be featured on digital billboard at Penn Station (166,000 monthly views)
- Opportunity for consumer focused promotions to be included in residential outreach communications
- Opportunity to be interviewed on DPOB Downtown Upload, weekly podcast on WTMD (200K impressions annually)
- Opportunity to have consumer promotions featured on DPOB social media (*as approved by DPOB Marketing team)

For more information about Downtown Partnership, contact our Membership Team at membership@dpo.org.

Education Committee Notes

We would like to offer an adult class to audience members. This class would be all-inclusive of a production in a day. The class would focus on sound, lighting, set design, make-up, costume, and direction.

We would have actors present a reading, and audience members would be able to see how the various aspects of a production work.

We would ask audience members if they would be interested in taking a class which focuses on how to give a speech, and how to overcome nerves.

Within the class, we would also focus on actors super objectives. The idea of the class would be how to put together a production in a day for an audience member.

Name for the class: How to be a more informed audience member.