

SPOTLIGHTERS
Profit & Loss Budget Overview
September 2015 through August 2016

	Sep '15 - Aug 16
Ordinary Income/Expense	
Income	
5000 · Investments	
45030 · Interest-Savings, Short-term CD	0.00
Total 5000 · Investments	0.00
5100 · Income	
5400 · GALA Income	
5410 · GALA Silent Auction Income	3,500.00
5420 · GALA Ticket Sales	3,650.00
5430 · GALA Donations	0.00
Total 5400 · GALA Income	7,150.00
Total 5100 · Income	7,150.00
5110 · Theatre Income (Programs)	
5111 · Ticket Sales	60,000.00
5112 · Program Ads	1,500.00
5113 · Subscriptions	5,000.00
5114 · Gift Certificate	0.00
5115 · Misc Income	0.00
5116 · Rental	0.00
Total 5110 · Theatre Income (Programs)	66,500.00
5200 · Grants & Donation Income	
5210 · General Grants	
5214 · Foundation Grant	
5214-10 · BHT	1,500.00
5214-11 · CharlesThompsonCharitableTrust	1,000.00
5214-12 · Abell Foundation	0.00
5214-2 · Laverna Hahn Trust	5,000.00
5214-3 · Rouse Foundation	2,500.00
5214-4 · TRowePrice Foundation	1,000.00
5214-5 · Cooper Family Fund	1,000.00
5214-7 · Macht Foundation	1,000.00
5214-8 · JohnLeidy Foundation	1,000.00
Total 5214 · Foundation Grant	14,000.00
5215 · Government Grants	
5215-1 · FreeFallProgram	0.00
5215-2 · BOPA - Baltimore City	0.00
Total 5215 · Government Grants	0.00
Total 5210 · General Grants	14,000.00
5240 · Improvements - House	
5241 · ADA Renovations	0.00
Total 5240 · Improvements - House	0.00
5250 · Improvements - Theatre	
5252 · Theatre Seats	0.00
Total 5250 · Improvements - Theatre	0.00
5260 · Equipment - Theatre	1,020.00
Total 5200 · Grants & Donation Income	15,020.00
5211 · Partner	
5211-1 · Show Donation	0.00
5211 · Partner - Other	20,000.00
Total 5211 · Partner	20,000.00
5220 · Educational Program Grants	
5223 · Academy Grants-Foundation	
5223-0 · Acad Grants-Foundation Other	15,000.00
5223-1 · Wright Family Foundation	0.00
5223-4 · ClaytonBakerTrust	5,000.00
5223 · Academy Grants-Foundation - Other	0.00
Total 5223 · Academy Grants-Foundation	20,000.00
5220 · Educational Program Grants - Other	0.00
Total 5220 · Educational Program Grants	20,000.00
5300 · House Income	
5310 · Concession Sales	4,000.00
5320 · Souvenir Sales	795.00
5330 · Misc Income	0.00
Total 5300 · House Income	4,795.00
5500 · Education Income	
5510 · Academy - Tuition	15,200.00
5511 · Acad-AfterSchool	750.00
5512 · Acad-Workshops	0.00
5520 · Seminar & Workshop Fees	0.00
5521 · Acad-Sales	0.00
5522 · Acad-Ticket Sales	1,000.00
Total 5500 · Education Income	16,950.00
Total Income	150,415.00
Gross Profit	150,415.00

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Expense	
10000 · General & Accounting Expenses	
11001 · Advertising	0.00
11002 · Promotional Materials	0.00
11003 · Marketing	0.00
11004 · Licenses	400.00
11005 · Dues & Subscriptions	1,195.00
11006 · Office Equipment	100.00
11007 · Office Supplies	2,700.00
11008 · Postage	1,020.00
11010 · Telephone Services	936.00
11011 · Internet Services	864.00
11012 · Insurance-Com 40%	1,400.00
11014 · Insurance-Workman's Comp	0.00
11015 · Interest & Finance Charges	3,610.74
11016 · BGE-H 927892	3,307.88
11017 · Salary (10%) G&A	3,192.00
11020 · Misc Taxes-Fees	0.00
11023 · Penalties	0.00
11024 · Misc G&A Expenses	
11024-1 · reimburseable expense	0.00
11024 · Misc G&A Expenses - Other	1,140.00
Total 11024 · Misc G&A Expenses	1,140.00
11026 · Bank Fee	0.00
Total 10000 · General & Accounting Expenses	19,865.62
6000 · Theatre Expenses	
6001 · Advertising	2,400.00
6002 · Costumes	2,520.00
6003 · Props	2,100.00
6004 · Sets	1,500.00
6007 · Stage Mgr Fee	300.00
6008 · Tech Staff	300.00
6009 · Talent Fees	
6009-4 · Do or Die	0.00
6009-5 · Spots Cabaret	0.00
6009-6 · Musicians-Productions	5,040.00
6009 · Talent Fees - Other	0.00
Total 6009 · Talent Fees	5,040.00
6010 · Theatre Equipment	
60100 · Lighting & Sound Equipment	
60102 · Lighting Equipment	1,200.00
60103 · Sound Equipment	1,200.00
60100 · Lighting & Sound Equipment - Other	0.00
Total 60100 · Lighting & Sound Equipment	2,400.00
60110 · Theatre Tools	1,200.00
6010 · Theatre Equipment - Other	0.00
Total 6010 · Theatre Equipment	3,600.00
6012 · Thtre-Repairs & Maintenance	1,800.00
6013 · Thtre-General Supplies	900.00
6014 · Royalties	
R12-03 · Rose Royalty	0.00
6014 · Royalties - Other	10,500.00
Total 6014 · Royalties	10,500.00
6016 · Credit Card Fees	4,020.00
6017 · Ticket Turtle Fees	3,540.00
6018 · Thtre-Rent(50%)	7,800.00
6019 · BGE-T 039624	5,400.00
6020 · Thtre-Salary(40%)	15,000.00
6021 · Printing (Ink Cost)	4,980.00
6022 · PhotoCall	1,380.00
6023 · Thtre-ComIns60%	1,100.00
6024 · Scripts	2,100.00
6025 · Benefit Payment	0.00
6000 · Theatre Expenses - Other	0.00
Total 6000 · Theatre Expenses	76,280.00
66000 · Payroll Exp-Taxes	1,457.14
66900 · Reconciliation Discrepancies	0.00
7000 · Educational Programs	
7100 · Academy Expenses	
7101 · Acad-Staff	
7101a · Acad-Admin	10,500.00
7101b · Acad-Workshop Instructor	1,500.00
7101c · Acad-US-Classical Theatre	1,500.00
7101d · Acad-US-Musical Theatre	1,500.00
7101e · Acad-LowerSchool II	1,300.00
7101f · Acad-LowerSchool I	1,300.00
7101g · After-School Program	1,500.00
7101i · Acad-Interns	1,600.00
7101j · InternStipend	3,600.00
7101k · AcadAdminCoordinator	3,600.00
7101z · ExeDirector-Acad (20%)	2,100.00
Total 7101 · Acad-Staff	30,000.00
7102 · Acad-Supplies&Materials	800.00
7103 · Meals-Academy	300.00
7104 · Promotional-Academy	500.00
7105 · Acad-Rent (20%)	3,120.00
7106 · BGE-A 87264	600.00
7107 · Acad Insurance	340.00
Total 7100 · Academy Expenses	35,660.00

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7200 · Seminars & Workshops	
7201 · Workshop-Staff	0.00
7203 · Promotional Materials-Seminars	0.00
Total 7200 · Seminars & Workshops	0.00
Total 7000 · Educational Programs	35,660.00
8000 · House Expenses	
8003 · Receptions	
8003-C · Cabaret-Receptions	0.00
8003-O · Receptions Other	0.00
8003-S · Opening Night Receptions	0.00
Total 8003 · Receptions	0.00
8004 · Hse-Rent(20%)	3,120.00
8005 · Hse-Repairs&Maintenance	360.00
8006 · Sales Tax	240.00
8009 · Concession Supplies	3,300.00
8010 · Souvenir Cost	0.00
Total 8000 · House Expenses	7,020.00
9000 · Grant & Donations Expenses	
9005 · Development-Sal(20%)	2,160.00
9006 · Development-Rent(10%)	
11018 · Rent (5%)	0.00
9006 · Development-Rent(10%) - Other	1,560.00
Total 9006 · Development-Rent(10%)	1,560.00
9007 · Grant Expense	0.00
9009 · Raffle Expenses	0.00
Total 9000 · Grant & Donations Expenses	3,720.00
9500 · GALA Expenses	
9501 · Advertising-GALA	500.00
9502 · Catering-GALA	4,000.00
9503 · Production-GALA	700.00
9504 · Promotional Materials	175.00
9505 · Talent Fee-GALA	0.00
9506 · GALA-AuctionExpense	955.00
Total 9500 · GALA Expenses	6,330.00
Total Expense	150,332.76
Net Ordinary Income	82.24
Net Income	82.24