

**SPOTLIGHTERS**  
**Profit & Loss Budget Overview**  
September 2017 through August 2018

	<b>Sep '17 - Aug 18</b>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>5000 · Investments</b>	
45030 · Interest-Savings, Short-term CD	0.00
<b>Total 5000 · Investments</b>	0.00
<b>5100 · Income</b>	
<b>5400 · AHC Income</b>	
5410 · AHC Silent Auction Income	1,500.00
5420 · AHC Ticket Sales	7,250.00
5430 · AHC Donations	250.00
5440 · AHC Bar Concessions	0.00
5450 · AHC Raffle Income	200.00
5460 · AHC Program Ad	0.00
5470 · AHC Sponsorship	5,500.00
<b>Total 5400 · AHC Income</b>	14,700.00
<b>Total 5100 · Income</b>	14,700.00
<b>5110 · Theatre Income (Programs)</b>	
<b>5111 · Ticket Sales</b>	
5111a · Preview Tickets	0.00
5111 · Ticket Sales - Other	67,700.00
<b>Total 5111 · Ticket Sales</b>	67,700.00
<b>5112 · Program Ads</b>	1,950.00
<b>5113 · Subscriptions</b>	5,800.00
<b>5114 · Gift Certificate</b>	155.00
<b>5115 · Misc Income</b>	
5115-1 · Tip Income	0.00
5115 · Misc Income - Other	0.00
<b>Total 5115 · Misc Income</b>	0.00
<b>5116 · Rental</b>	0.00
<b>5117 · Show Merchandise</b>	0.00
<b>5118 · Props/Costume Rental</b>	0.00
<b>Total 5110 · Theatre Income (Programs)</b>	75,605.00
<b>5200 · Grants &amp; Donation Income</b>	
<b>5200-1 · Facility Development Fund</b>	
5200-10 · FDF-Individual Donation	0.00
5200-11 · FDF-Grant	0.00
<b>Total 5200-1 · Facility Development Fund</b>	0.00

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<b>5210 · General Grants</b>	
<b>5214 · Foundation Grant</b>	
5214-1 · Baker Fund	15,000.00
5214-10 · BHT	1,000.00
5214-11 · CharlesThompsonCharitableTrust	1,000.00
5214-12 · Abell Foundation	5,000.00
5214-2 · Laverna Hahn Trust	5,000.00
5214-3 · Rouse Foundation	2,500.00
5214-4 · TRowePrice Foundation	0.00
5214-5 · Cooper Family Fund	1,000.00
5214-6 · Middendorf Foundation	0.00
5214-7 · Macht Foundation	1,000.00
5214-8 · JohnLeidy Foundation	1,000.00
5214-9 · Foley Foundation	0.00
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<b>Total 5214 · Foundation Grant</b>	32,500.00
<b>5215 · Government Grants</b>	
5215-1 · FreeFallProgram	1,500.00
5215-2 · BOPA - Baltimore City	4,000.00
5215-3 · Federal	0.00
5215-4 · Baltimore County	0.00
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<b>Total 5215 · Government Grants</b>	5,500.00
<b>Total 5210 · General Grants</b>	38,000.00
<b>5240 · Improvements - House</b>	0.00
<b>5250 · Improvements - Theatre</b>	
5254 · HVAC Donation	0.00
5250 · Improvements - Theatre - Other	0.00
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<b>Total 5250 · Improvements - Theatre</b>	0.00
<b>5260 · Equipment - Theatre</b>	
5261 · Assistive Listen System	0.00
5260 · Equipment - Theatre - Other	0.00
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<b>Total 5260 · Equipment - Theatre</b>	0.00
<b>5270 · Productions - Theatre</b>	0.00
<b>5280 · AnniversaryProjects</b>	
8281 · DVD Project	0.00
5280 · AnniversaryProjects - Other	0.00
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<b>Total 5280 · AnniversaryProjects</b>	0.00
<b>Total 5200 · Grants &amp; Donation Income</b>	<hr/> 38,000.00

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	<u>Sep '17 - Aug 18</u>
<b>5211 · Partner</b>	
5211-0 · Partner-Individual	19,650.00
5211-1 · Partner-Show Donation	0.00
5211-2 · Partner-PianoFund-DSG	0.00
5211 · Partner - Other	0.00
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<b>Total 5211 · Partner</b>	19,650.00
<b>5220 · Educational Program Grants</b>	
5221 · Terry Long Educational Fund	0.00
5222 · Academy Grants-Individual	0.00
5223 · Academy Grants-Foundation	
5223-1 · Wright Family Foundation	10,000.00
5223-2 · Howard Rollins Foundation	0.00
5223-3 · T.RowePrice Foundation	2,500.00
5223-4 · ClaytonBakerTrust	5,000.00
5223-5 · Family League - Baltimore	0.00
5223 · Academy Grants-Foundation - Other	0.00
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<b>Total 5223 · Academy Grants-Foundation</b>	17,500.00
5224 · Academy Grants-Corporate	0.00
5220 · Educational Program Grants - Other	0.00
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<b>Total 5220 · Educational Program Grants</b>	17,500.00
<b>5300 · House Income</b>	
5310 · Concession Sales	3,600.00
5320 · Souvenir Sales	1,320.00
5330 · Misc Income	0.00
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<b>Total 5300 · House Income</b>	4,920.00
<b>5500 · Education Income</b>	
5510 · Acad-Tuition	4,900.00
5511 · Acad-AfterSchool	2,300.00
5512 · Acad-Workshops	0.00
5513 · Acad-Schl-CurriculumPrograms	
5513-1 · Acad School Late Fee	0.00
5513 · Acad-Schl-CurriculumPrograms - Other	18,400.00
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<b>Total 5513 · Acad-Schl-CurriculumPrograms</b>	18,400.00

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5520 · Seminar & Workshop Fees	0.00
5521 · Acad-Sales	0.00
5522 · Acad-Ticket Sales	500.00
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Total 5500 · Education Income	26,100.00
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Total Income	196,475.00
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Gross Profit	196,475.00
<b>Expense</b>	
10000 · Mgmt & Ops Expenses	
11001 · Advertising	0.00
11002 · Promotional Materials	0.00
11003 · Marketing	0.00
11004 · Licenses Dues & Subscriptions	0.00
11005 · Dues & Subscriptions	1,275.00
11006 · Office Equipment	500.00
11007 · Office Supplies	2,400.00
11008 · Postage	1,200.00
11011 · Internet & Voice Services	2,340.00
11012 · Insurance-Com 40%	3,300.00
11013 · Salary-MgmtOps (10%)	3,600.00
11013a · Thtre-AdminAsst	2,400.00
11015 · Interest & Finance Charges	900.00
11016 · BGE-H 927892	2,340.00
11017 · Salary (10%) G&A	0.00
11020 · Misc Taxes-Fees	0.00
11022 · Legal & Accounting Fees	200.00
11023 · Penalties	0.00
11024 · Misc Mgmt & Ops Expenses	0.00
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11025 · Employee Heath Prem	0.00
11026 · Bank Fee	75.00
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Total 10000 · Mgmt & Ops Expenses	20,530.00
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6000 · Theatre Expenses	
6001 · Advertising-Promo-Marketing	2,800.00
6002 · Costumes	2,100.00
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6003 · Props	1,400.00
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6004 · Sets	700.00
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6005 · Directors Fee	0.00
6006 · Designer Fee	0.00
6007 · Stage Mgr Fee	0.00

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	<u>Sep '17 - Aug 18</u>
<b>6008 · Tech Staff</b>	
6008a · Carpentry	0.00
6008b · TheatreTechIntern	2,400.00
6008 · Tech Staff - Other	0.00
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<b>Total 6008 · Tech Staff</b>	2,400.00
<b>6009 · Talent Fees</b>	
6009-5 · Spots Cabaret	1,600.00
6009-6 · Musicians-Productions	6,000.00
6009 · Talent Fees - Other	0.00
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<b>Total 6009 · Talent Fees</b>	7,600.00
<b>6010 · Theatre Equipment</b>	
60100 · Lighting & Sound Equipment	600.00
60102 · Lighting Equipment	0.00
60103 · Sound Equipment	0.00
60110 · Theatre Tools	0.00
6010 · Theatre Equipment - Other	0.00
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<b>Total 6010 · Theatre Equipment</b>	600.00
<b>6011 · Theatre Improvements</b>	
60114 · HVAC Heating	0.00
60115 · Facility Development Fund	
60115-1 · CaptialCampaignConsultant	0.00
60115-2 · Retainers	0.00
60115-3 · Fees - City, State, etc	0.00
60115-4 · FDF-Materials	0.00
60115-5 · FDF-Expenses	0.00
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<b>Total 60115 · Facility Development Fund</b>	0.00
6011 · Theatre Improvements - Other	0.00
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<b>Total 6011 · Theatre Improvements</b>	0.00
<b>6012 · Thtre-Repairs &amp; Maintenance</b>	
6012-1 · Parking	1,680.00
6012 · Thtre-Repairs & Maintenance - Other	3,000.00
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<b>Total 6012 · Thtre-Repairs &amp; Maintenance</b>	4,680.00
<b>6013 · Thtre-General Supplies</b>	600.00
<b>6014 · Royalties</b>	12,800.00

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	<b>Sep '17 - Aug 18</b>
6015 · Promotional Materials	1,000.00
6016 · Credit Card Fees	4,800.00
6017 · Arts People Fees	3,000.00
6018 · Thtre-Rent (50%)	8,340.00
6019 · BGE-T 039624	4,800.00
6020 · Thtre-Salary ED (50%)	18,000.00
6021 · Printing (Ink & Paper Cost)	4,200.00
6022 · PhotoCall	1,050.00
6023 · Thtre-Ins Liability D&O (60%)	1,800.00
6024 · Scripts	875.00
6025 · Benefit Show Payment	0.00
6027 · Relocation Fees	0.00
6100 · Rental Tech	0.00
6000 · Theatre Expenses - Other	0.00
<b>Total 6000 · Theatre Expenses</b>	<b>83,545.00</b>
6028 · Professional Development Course	500.00
66000 · Payroll Exp-Taxes	4,500.00
66900 · Reconciliation Discrepancies	0.00
7000 · Educational Programs	
7100 · Academy Expenses	
7101 · Acad-Staff	
7101a · Acad-Ed Director	19,000.00
7101b · Acad-Workshop Instructor	2,000.00
7101c · Acad-US-Classical Theatre	1,350.00
7101d · Acad-US-Musical Theatre	1,350.00
7101e · Acad-LowerSchool II	1,350.00
7101f · Acad-LowerSchool I	1,350.00
7101g · After-School Program	1,000.00
7101i · Acad-Interns	2,000.00
7101j · InternStipend (inactive)	0.00
7101k · Acad-AdminCoordinator	3,600.00
7101l · Acad-School Instructor	6,300.00
7101m · Acad-School Teaching Assistant	1,800.00
7101z · Acad-ExeDir Admin (20%)	7,200.00
<b>Total 7101 · Acad-Staff</b>	<b>48,300.00</b>
7102 · Acad-Supplies&Materials	900.00
7103 · Acad-Meals & Snacks	225.00
7104 · Acad-Advertisting & Promotions	1,200.00
7105 · Acad-Rent (20%)	3,336.00
7106 · BGE-A 87264	0.00
7107 · Acad Insurance	500.00
<b>Total 7100 · Academy Expenses</b>	<b>54,461.00</b>

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<b>7200 · Seminars &amp; Workshops</b>	
7201 · Workshop-Staff	0.00
7202 · Workshops-Supplies&Materials	0.00
7203 · Workshops-Promotional Materials	0.00
	0.00
<b>Total 7200 · Seminars &amp; Workshops</b>	0.00
<b>7300 · Acad - Prof Development</b>	500.00
	500.00
<b>Total 7000 · Educational Programs</b>	54,961.00
<b>8000 · House Expenses</b>	
8001 · House Manager	0.00
8003 · Receptions	
8003-C · Cabaret-Receptions	150.00
8003-O · Receptions Other	0.00
8003-P · Reception Supplies	0.00
8003-S · Opening Night Receptions	500.00
	650.00
<b>Total 8003 · Receptions</b>	650.00
8004 · Hse-Rent (20%)	3,336.00
8005 · Hse-Repairs&Maintenance	600.00
8006 · Sales Tax	300.00
8009 · Concession Supplies	3,000.00
8010 · Souvenir Cost	1,320.00
	9,206.00
<b>Total 8000 · House Expenses</b>	9,206.00
<b>9000 · Development Expenses</b>	
9001 · Development-Advertising	250.00
9005 · Development-Salary ED (20%)	7,200.00
9006 · Development-Rent(10%)	1,680.00
	8,130.00
9007 · Development-Misc Expenses	250.00
9010 · Development Intern	2,400.00
9000 · Development Expenses - Other	65.00
	11,845.00
<b>Total 9000 · Development Expenses</b>	11,845.00
<b>9500 · AHC Expenses</b>	
9501 · AHC Advertising	1,500.00
9502 · AHC Catering	4,250.00
9503 · AHC Production	0.00
9504 · AHC Promotional Materials	1,100.00

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	<u>Sep '17 - Aug 18</u>
9505 · AHC Talent Fee	500.00
9506 · AHC Auction/Raffle Expense	<u>150.00</u>
Total 9500 · AHC Expenses	<u>7,500.00</u>
Total Expense	<u>192,587.00</u>
Net Ordinary Income	<u>3,888.00</u>
Net Income	<u><u>3,888.00</u></u>