

	Actual FYE 8/31/15	Budget FYE 8/31/16	Forecast FYE 8/31/16	Budget FYE 8/31/17	%Change FY16-FY17	
Ordinary Income/Expense						
Income						
4000 · Program Income						
4005 · Subscriptions	76,032	77,855	87,752	\$ 91,780	4.6%	
4010 · Single Tickets	264,383	309,270	252,546	\$ 272,530	7.9%	
4011 · Gift Certificates	1,489	1,500	600	\$ 1,000	66.7%	
4012 · Ticketing Fees	24,768	29,432	26,000	\$ 27,398	5.4%	
4013 · Tuition						
4013a · Scholarships	800	-	800	\$ 2,500	212.5%	
4013 · Tuition - Other	8,040	61,855	19,200	\$ 20,400	6.3%	
Total 4013 · Tuition	8,840	61,855	20,000	\$ 22,900	14.5%	
4015 · Rental Income	1,815	4,000	400	\$ 4,000	900.0%	
4020 · Retail Sales	12,737	-	0	\$ -		
Total 4000 · Program Income	\$ 390,064	\$ 483,912	\$ 387,298	\$ 419,608	8.3%	\$ 419,608
4200 · Other Income						
4201 · Other Events	4,915	1,900	5,315	\$ -		
4202 · AWAA Dues	-	-	0	\$ -		
4203 · SPS Dues	-	-	0	\$ -		
4205 · Advertising	7,305	9,000	10,800	\$ 10,000	-7.4%	
4215 · Concessions	23,939	22,000	24,000	\$ 26,000	8.3%	
4290 · Interest	212	-	175			
4200 · Other Income - Other	10,409	-	0	\$ 300		
Total 4200 · Other Income	\$ 46,780	\$ 32,900	\$ 40,290	\$ 36,300	-9.9%	\$ 36,300
4400 · Contributed Income						
4405 · Corporations	21,043	29,000	27,164	\$ 32,900	21.1%	
4410 · Foundations	44,383	53,220	84,472	\$ 43,900	-48.0%	
4415 · Government	34,147	41,065	13,352	\$ 31,065	132.7%	
4420 · Board Giving	15,999	22,500	20,832	\$ 22,500	8.0%	
4425 · Major Gifts (\$1000+)	194,104	102,270	156,000	\$ 94,155	-39.6%	
4430 · Matching Gifts	12,687	12,000	15,507	\$ 15,000	-3.3%	
4435 · United Way	91	-	91	\$ 90	-1.1%	
4460 · Individual Contributions	56,605	65,100	49,850	\$ 75,000	50.5%	
4465 · Events	65,766	160,000	109,000	\$ 170,000	56.0%	
4470 · In-Kind Contributions	81,203	-	-	\$ -		
Total 4400 · Contributed Income	\$ 526,028	\$ 485,155	\$ 476,268	\$ 484,610	1.8%	\$ 484,610
Total Income	\$ 962,871	\$ 1,001,967	\$ 903,856	\$ 940,518	4.1%	\$ 940,518
Expense						
6001 · Payroll Expenses						
6010 · Wages	352,883	431,424	359,329	\$ 376,563	4.8%	
6020 · Payroll Taxes	41,820	51,122	43,119	\$ 48,772	13.1%	
6030 · Medical/Dental Benefits	13,248	12,649	10,340	\$ 17,705	71.2%	
6040 · AEA Expenses	1,844	-	5,733	\$ 43,649	661.4%	
6045 · Payroll Fees	653	-	650	\$ -		
6001 · Payroll Expenses - Other	-	-	-			
Total 6001 · Payroll Expenses	\$ 410,448	\$ 495,195	\$ 419,171	\$ 486,688	16.1%	\$ 486,688
6002 · Occupancy Expense						
6050 · Janitorial Expenses	15,351	15,600	16,442	\$ 16,500	0.4%	
6060 · Utilities	22,155	22,000	25,200	\$ 25,000	-0.8%	
6080 · Repairs & Maintenance	22,947	28,650	9,300	\$ 15,000	61.3%	
6085 · Rent Expense	9,350	12,800	13,150	\$ 17,000	29.3%	
6088 · Theatre Equipment (building)	12,398	-	-	\$ -		
Total 6002 · Occupancy Expense	\$ 82,201	\$ 79,050	\$ 64,092	\$ 73,500	14.7%	\$ 73,500
6003 · Production						
6090 · Bank & Service Charges	15,662	14,330	16,844	15,188	-9.8%	
6190 · Food & Beverage	44,055	35,960	36,000	37,770	4.9%	
6500 · Production Professional Fees						
6200 · Design Fees	7,411	10,000	10,000	10,000	0.0%	
6505 · Directors	4,783	12,585	13,730	\$ 13,800	0.5%	
6510 · Music Directors	6,000	5,000	6,450	\$ 4,500	-30.2%	
6515 · Lighting Designers	4,300	5,350	5,400	\$ 6,350	17.6%	
6516 · Master Electricians	-	1,800	1,620	\$ 1,800	11.1%	
6520 · Set Designers	3,542	5,350	6,650	\$ 5,800	-12.8%	
6525 · Costume Designers	4,500	4,200	3,500	\$ 4,500	28.6%	
6530 · Sound Designers	4,350	5,850	5,750	\$ 5,000	-13.0%	
6535 · Other Professional Fees	18,175	5,850	8,677	\$ 9,625	10.9%	
6545 · Musicians	21,010	22,900	21,695	\$ 7,100	-67.3%	
6550 · Choreographers	-	2,550	3,500	\$ 1,200	-65.7%	
6555 · Teaching Artists	-	18,450	14,050	\$ 11,400	-18.9%	
6500 · Production Professional Fees						
Total 6500 · Professional Fees	74,071	99,885	101,022	81,075	-19.7%	\$81,075
6600 · Royalties	35,700	35,450	39,500	27,402	-30.6%	
6605 · Scripts/Perusals	4,349	3,450	400	3,260	715.0%	
6610 · Costumes/Makeup/Wigs	4,192	5,200	5,850	5,400	-7.7%	
6615 · Sets/Props/Dressings	9,931	8,300	13,090	8,400	-35.8%	

	Actual FYE 8/31/15	Budget FYE 8/31/16	Forecast FYE 8/31/16	Budget FYE 8/31/17	%Change FY16-FY17	
6620 · Lighting	1,555	1,025	2,136	950	-55.5%	
6625 · Sound	475	925	992	850	-14.3%	
6630 · Video	33	-	-	-		
6635 · Equipment Rentals	8,004	5,300	8,023	1,400	-82.6%	
6640 · Special Effects/Misc	912	1,600	1,473	1,750	18.8%	
6645 · Auditions/Rehearsal Space	-	900	1,768	-	-100.0%	
6650 · Cast & Crew Hospitality	2,436	1,800	2,444	-	-100.0%	
6655 · Shop Supplies	3,963	5,000	3,000	3,000	0.0%	
6660 · Theatre Equipment	3,078	5,000	8,580	\$ 3,000	-65.0%	
Total 6003 · Production Expense	\$ 208,416	\$ 224,125	\$ 241,122	\$ 189,445	-21.4%	\$ 189,445
6004 · Marketing						
6305 · Print Ads	23,407	22,000	24,154	25,000	3.5%	
6310 · Web/Email Ads	11,320	9,500	15,300	15,300	0.0%	
6315 · Transit/Outdoor Ads	2,003	-	905	-	-100.0%	
6320 · Radio Ads	21,063	22,000	18,000	18,000	0.0%	
6325 · Other Advertising	2,367	6,520	1,000	2,380	138.0%	
6350 · Printed Materials	23,704	23,300	24,000	23,300	-2.9%	
Total 6004 · Marketing Expense	\$ 83,864	\$ 83,320	\$ 83,359	\$ 83,980	0.7%	\$ 83,980
6005 · Administration						
6100 · Licenses & Permits	1,749	2,245	2,300	\$ 1,200	-47.8%	
6110 · Communications						
6111 · Telephone/Internet	4,950	4,500	3,825	\$ 3,800	-0.7%	
6112 · Computer Supplies & Software	8,945	10,750	11,980	\$ 13,000	8.5%	
Total 6110 · Communications	13,895	15,250	15,805	\$ 16,800	6.3%	
6120 · Insurance - business	13,701	14,538	15,826	\$ 15,800	-0.2%	
6130 · Postage	5,917	5,800	3,089	\$ 3,000	-2.9%	
6140 · Legal & Accounting Fees	2,391	28,720	15,500	\$ 15,500	0.0%	
6145 · Processing Fees			200	\$ 200	0.0%	
6150 · Memberships & Dues	1,720	3,075	2,800	\$ 2,800	0.0%	
6155 · Training	2,908	1,500	200	\$ 1,200	500.0%	
6160 · Consulting Fees	2,765	3,000	2,900	\$ 800	-72.4%	
6170 · Supplies	8,991	6,700	4,355	\$ 3,770	-13.4%	
6180 · Taxes	5,106	-	-	\$ -		
6193 · Travel	738	-	760	\$ -	-100.0%	
6195 · Interest	14,749	11,121	12,800	\$ 12,800	0.0%	
6400 · Commissions	7,162	1,500	3,200	\$ 5,000	56.3%	
Total 6005 · Administration Expense	\$ 80,043	\$ 93,449	\$ 79,735	\$ 78,870	-1.1%	\$ 78,870
Total Expense	864,972	975,139	887,479	912,483	2.8%	\$ 912,483
Net Surplus(Deficit)	\$ 49,246	\$ 26,828	\$ 16,377	\$ 28,035	71.2%	
Principal Loan Payments	(\$5,108)	(\$5,108)	\$ (9,329)	\$ (9,612)		
Paydown on LOC	\$ (30,000.00)	(\$9,015)	-	\$ (10,000)		
Surplus after Debt Payments	\$ 14,138	\$ 12,706	\$ 7,048	\$ 8,423		