

Finance Committee Report

July 23, 2016

FY 2017 Budget

The FC met twice in July; the first meeting was to review the budget. Ticket pricing was discussed including staff's desire to keep tickets under \$40, the elimination of price differences in the side sections and the implementation of a \$10 ticket for the 2nd preview. The strategic reduction in the number of performances is expected to fill the house more often and free up slow nights for other projects/rentals. Contributed revenue had been reviewed at a prior meeting.

Staff positions were reviewed as some have been reconfigured in order to make salaries more competitive and combine like skills into individual positions. Mat reviewed the 'other productions' and the education program both of which are in alignment with the strategic plan. The education program will continue to explore various options in order to identify what works best for AW.

External Auditors

Previously, the FC agreed that we would retain an accounting firm to review a select transaction cycle. The estimated time is 4 hours and the cost is around \$1200. The work will be done in September/October and based upon the results, a recommendation will be made as to whether further work is needed. We have proposals from three firms. No decision has been made as yet.

Financial Statements for the period ended June 30, 2016

The committee reviewed the financial statements for the ten months ended June 30, 2016. Due to lengthy delays in getting detailed reports from the auction service, the revenue is all reflected in Individual Giving in June. It will be reclassified in July. Depending upon the cash flow from the cabarets in August and the crowd sourcing fundraiser, we may pay down some of the line of credit before August 31. Changes in the royalty deposits have negatively impacted cash flow this year. No other significant items were noted.