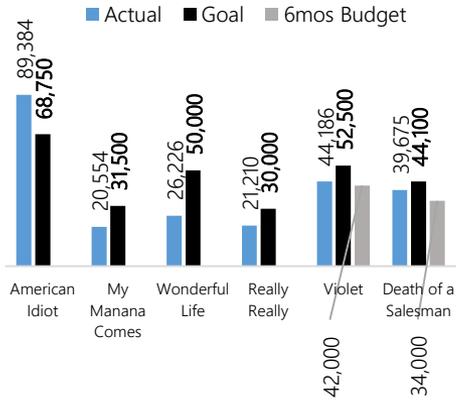
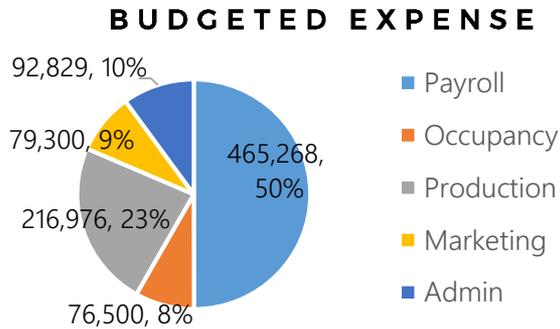
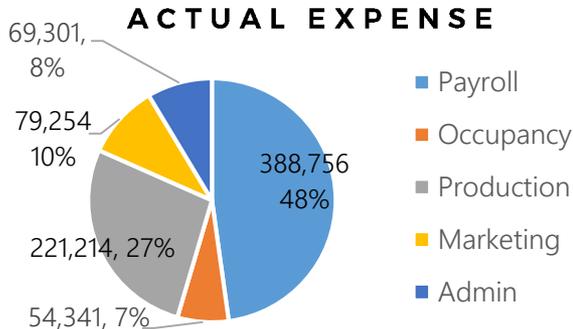
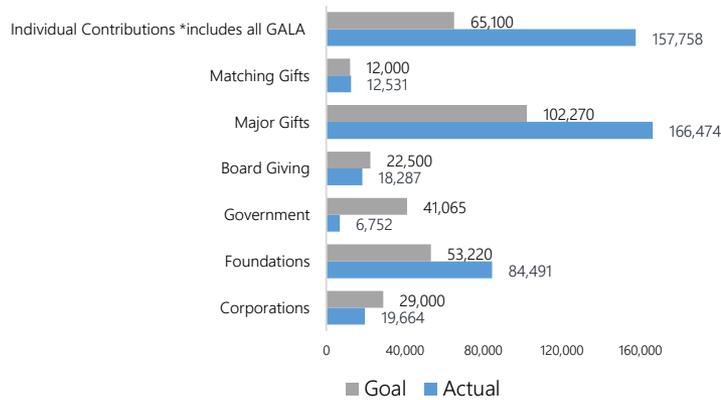


FINANCIAL OVERVIEW

SINGLE TICKETS



CONTRIBUTED REVENUE



In the spotlight!

- GALA income to date - \$146,292, expenses to date - \$42,037 – net - \$104,255
- Subscriptions are selling! #410 sold – by 7/15– update will be sent after 7/31/16 renewal deadline
- Education – Session #1 completed with all having a great time! 90 parents at presentation; MERRILLY is in rehearsal!
- Our volunteers are the best! WS Street Fair and Garden Tour were well attended and we handed out a LOT!

THE STATE OF THE UNION



CASH FLOW:

- Operational checking balance as of 6/30/16 = \$98,820
- Restricted funds as of 4/30/16 = \$7,173.36
- Line of Credit available as of 6/30/16 = \$26,700
- \$50,000 has been advanced from the Line of Credit to date this fiscal year.
- Status is green after GALA deposits. With cash flow projection, still need good finish to FYE to be able to pay down a portion of the LOC.

DEVELOPMENT:

- Sponsor decks being updated
- #tellthestory predicted to launch August 10

EDUCATION:

- Session #1 – 15 elementary, 6 middle school
- Session #2 – 13 elementary, 8 middle school
- MERRILLY – 13 cast, 1 SM student, 3 tech students

GALLERY:

- Akiko Masker & Junko Yamamoto - *Gathering Steps*
- Artist Reception – Thursday, August 11

STAFFING:

- Will have a new Devo Officer by 7/29.
- Dan – Patron Services Consultant – is working on our subscribers.
- Makaela is back at work directing MERRILLY.
- Marketing Manager job is posted
- Will hire 2 additional FOH Managers/Bartenders to replace Vincent (moved) and to shore up subs.

SAVE THE DATE

- August 1, 8, 15, 22 – After Hours: Origins Cabarets
- August 10 – targeted date #tellthestory
- August 11-14 & 18-21 MERRILLY WE ROLL ALONG
- August 11 – *Gathering Steps*, Gallery opening
- September 9 - BAD APPLES Opening – ACT
- September 10 – Season Launch Party
- September 22 - GHOSTS Opening