

EXPENSES			
		Budgeted	Actual
ADMINISTRATIVE EXPENSES			
	Books, Subscriptions, Software	\$ 500.00	\$ 347.86
	Membership Dues	\$ 1,800.00	\$ 600.00
	Office Equipment	\$ 1,000.00	\$ -
	Office Supplies	\$ 600.00	\$ 775.13
Postage, Shipping & Delivery			
	Bulk Mail Expense	\$ 2,000.00	\$ 1,065.00
	General Mailing Expense	\$ 700.00	\$ 954.35
	Post Office Fees	\$ 200.00	\$ 60.00
Telephone & Internet			
	Internet	\$ 1,200.00	\$ 1,736.58
	Internet	\$ 1,400.00	\$ 1,442.62
TOTAL ADMINISTRATIVE		\$ 9,400.00	\$ 6,981.54
HOSPITALITY EXPENSES			
	Annual Meeting	\$ 400.00	\$ 323.31
	Bereavement	\$ -	\$ 284.83
	Concessions	\$ 2,600.00	\$ 1,818.46
	Concessions-Alcohol	\$ 1,200.00	\$ 1,097.55
	Gifts & Plaques	\$ 500.00	\$ 384.61
	Lobby/Public Space Improvements	\$ 2,500.00	\$ 4,625.07
	Subscriber/Donor Development	\$ 1,400.00	\$ 831.52
	Volunteer Development	\$ 1,200.00	\$ 249.06
TOTAL HOSPITALITY		\$ 9,800.00	\$ 9,614.41
MISCELLANEOUS EXPENSES			
	Art in Lobby	\$ 1,000.00	\$ 415.87
	ArtsPeople Ticketing Fees	\$ 8,000.00	\$ 8,616.70
	Authorize.Net Cred. Charges	\$ 400.00	\$ 397.25

		Budgeted	Actual
	Ches. Bank Charges	\$ 9,000.00	\$ 9,018.94
	Gala Seed Money	\$ 2,000.00	\$ -
	General Expenses	\$ 3,500.00	\$ 3,661.38
	Employee)	\$ 6,000.00	\$ 6,820.10
	Reserved Funds	\$ 5,000.00	\$ -
	Scholarship Awards	\$ 2,500.00	\$ 2,500.00
TOTAL MISCELLANEOUS		\$ 37,400.00	\$ 31,430.24
OCCUPANCY EXPENSES			
	Alarm Monitoring	\$ 400.00	\$ 336.00
	Grounds Maintenance	\$ 4,750.00	\$ 3,000.00
	HVAC Maintenance	\$ 4,500.00	\$ 2,664.99
	Janitorial Services	\$ 4,500.00	\$ 3,200.00
	Maintenance Improvement & Repair	\$ 5,500.00	\$ 2,479.57
	Maintenance Supplies	\$ 1,500.00	\$ 297.45
	Pest Control	\$ 600.00	\$ 520.00
	Misc. Tools & Equipment	\$ 2,000.00	\$ 44.99
	Mortgage	\$ 34,000.00	\$ 33,706.95
	Mortgage Interest	\$ 79,145.00	\$ 77,387.73
	Electricity	\$ 14,500.00	\$ 13,260.95
	Natural Gas	\$ 950.00	\$ 763.14
	Waste Management	\$ 1,300.00	\$ 1,117.79
	Water & Sewer	\$ 4,000.00	\$ 2,923.43
TOTAL OCCUPANCY EXPENSES		\$ 157,645.00	\$ 141,702.99
OTHER PERSONNEL EXPENSES			
	Accounting Fees	\$ 2,200.00	\$ 1,400.00
	Employee Fees	\$ 20,000.00	\$ -
	Legal Fees	\$ 150.00	\$ -
TOTAL OTHER PERSONNEL		\$ 22,350.00	\$ 1,400.00

		Budgeted	Actual
PRODUCTION EXPENSES			
General Production			
	Backstage Improvements	\$ 2,500.00	\$ 197.64
	Box Office	\$ 400.00	\$ 442.48
	Construction	\$ 1,500.00	\$ 718.59
	Light and Sound	\$ 5,000.00	\$ 3,619.86
	Misc. Expenses	\$ 3,000.00	\$ 1,985.01
	Season Selection	\$ 200.00	\$ 278.35
2015-2016 Season	Late Expenses	\$ -	\$ (9.32)
2016-2017 Season	1-Jekyll & Hyde PM	\$ 6,200.00	\$ 3,598.02
	1-Jekyll & Hyde WP	\$ 3,200.00	\$ 3,207.16
	2-The Best Man License	\$ 1,040.00	\$ 1,040.00
	2-The Best Man PM	\$ 3,300.00	\$ 3,111.04
	2-The Best Man WP	\$ 2,700.00	\$ 2,429.82
	3-Six Degrees of Separation License	\$ 1,300.00	\$ 1,300.00
	3-Six Degrees of Separation PM	\$ 3,300.00	\$ 1,307.34
	3-Six Degrees of Separation WP	\$ 2,500.00	\$ 2,033.51
	4-Joseph & the Amazing Technicolor Dreamcoat PM	\$ 6,200.00	\$ 4,564.65
	4-Joseph & the Amazing Technicolor Dreamcoat WP	\$ 3,200.00	\$ 2,942.11
	5-On Golden Pond License	\$ 1,300.00	\$ 1,300.00
	5-On Golden Pond PM	\$ 3,300.00	\$ 1,392.81
	5-On Golden Pond WP	\$ 2,500.00	\$ 1,816.32
Children's Theatre			
	CT1-Christmas with Santa	\$ 845.00	\$ 795.00
	CT2-Follow Me	\$ 845.00	\$ 795.00
	CT3-Storybook Tales	\$ 375.00	\$ 375.00
2017-2018 Season	Show Licenses	\$ 18,000.00	\$ 24,099.62
TOTAL PRODUCTION EXPENSES		\$ 72,705.00	\$ 63,340.01

		Budgeted	Actual
PUBLICITY EXPENSES			
	Advertising (Season/General)	\$ 3,000.00	\$ 1,710.81
	Advertising 1-Jekyll & Hyde	\$ 1,400.00	\$ 1,048.85
	Advertising 2-The Best Man	\$ 1,400.00	\$ 1,028.70
	Advertising 3-Six Degrees of Separation	\$ 1,400.00	\$ 588.70
	Advertising 4-Joseph & the Amazing Technicolor Dreamcoat	\$ 1,400.00	\$ 788.70
	Advertising 5-On Golden Pond	\$ 1,400.00	\$ 788.70
	Advertising Childrens Theatre	\$ 1,200.00	\$ 294.35
	Advertising-Graphics	\$ 1,000.00	\$ 250.00
	Advertising Special Events	\$ 2,000.00	\$ 857.33
	Season Brochure Printing	\$ 5,000.00	\$ 5,019.55
TOTAL PUBLICITY EXPENSES		\$ 19,200.00	\$ 12,375.69
SPECIAL EVENTS EXPENSES			
	Backwards Broadway	\$ 1,200.00	\$ 802.58
	Cabaret Series	\$ 3,000.00	\$ 4,801.99
	Children's Summer Theater	\$ 7,500.00	\$ -
	Next to Normal	\$ 8,000.00	\$ 6,845.40
	John Rollinson	\$ 1,200.00	\$ -
TOTAL SPECIAL EVENTS		\$ 20,900.00	\$ 12,449.97
TOTAL EXPENDITURES		\$ 349,400.00	\$ 279,294.85

		Budgeted	Actual
INCOME			
CONTRIBUTED SUPPORT			
	Current Season Miscellaneous Gifts	\$ 75,000.00	\$ 28,323.59
	Current Season Subscription Gifts	\$ 14,500.00	\$ 17,335.00
	Upcoming Season Subscription Gifts	\$ 19,000.00	\$ 20,930.00
Local Government Grants			
	Williamsburg Area Arts Council	\$ 10,000.00	\$ 10,000.00
	York County Arts Council	\$ 1,800.00	\$ 1,800.00
Nonprofit Grants	Kiwanis Club of Toano	\$ -	\$ 500.00
TOTAL CONTRIBUTED SUPPORT		\$ 120,300.00	\$ 78,888.59
EARNED REVENUES			
	Advertising--Playbill Ads	\$ 4,000.00	\$ 1,415.00
	Advertising--Show Sponsors	\$ 6,000.00	\$ 4,700.00
	Concessions	\$ 4,000.00	\$ 2,953.33
	Concessions-Alcohol	\$ 4,400.00	\$ 3,836.34
	Gift Certificate Sales	\$ 100.00	\$ -
	Interest Earned	\$ 300.00	\$ 304.45
	Miscellaneous Revenue	\$ 100.00	\$ -
	Rent Revenue	\$ 10,500.00	\$ 13,304.00
Season Subscriptions			
	Current Season Subscriptions	\$ 33,000.00	\$ 34,334.00
	Upcoming Season Subscriptions	\$ 48,000.00	\$ 41,025.00
Production Ticket Sales			
	1-Jekyll & Hyde	\$ 22,000.00	\$ 21,885.00
	2-The Best Man	\$ 12,000.00	\$ 8,322.00
	3-Six Degrees of Separation	\$ 12,000.00	\$ 7,660.00
	4-Joseph & the Amazing Technicolor Dreamcoat	\$ 23,000.00	\$ 27,450.00

		Budgeted	Actual
	5-On Golden Pond	\$ 12,000.00	\$ 11,562.00
Children's Theatre			
	CT1-Holidays around the World	\$ 600.00	\$ 224.00
	CT2-Freedom Songs	\$ 550.00	\$ 105.00
	CT3-Take a Giant Leap	\$ 550.00	\$ 196.00
TOTAL EARNED REVENUES		\$ 193,100.00	\$ 179,276.12
SPECIAL EVENTS/FUNDRAISING			
	Broadway Cares Donations	\$ -	\$ (2,962.10)
	Backwards Broadway	\$ 4,500.00	\$ 4,755.00
	Cabaret--History Lessons	\$ 2,000.00	\$ 2,920.00
	Cabaret--Jason Robert Brown	\$ 2,000.00	\$ 1,471.00
	Cabaret--Crazy Ever After	\$ 2,000.00	\$ 2,088.00
	Children's Summer Camp	\$ 13,000.00	\$ -
	Additional Special Event	\$ 5,000.00	\$ -
	James Cameron/John Rollison Event	\$ -	\$ 780.00
	Next to Normal Presales	\$ 2,500.00	\$ 3,408.00
	Targeted Donations	\$ 5,000.00	\$ 1,600.00
	Hunchback of Notre Dame Co-Production	\$ -	\$ (2,000.00)
TOTAL SPECIAL EVENTS/FUNDRAISING		\$ 36,000.00	\$ 12,059.90
TOTAL INCOME BUDGET		\$ 349,400.00	\$ 270,224.61
TOTAL EXPENDITURES BUDGET		\$ 349,400.00	\$ 279,294.85
NET FOR 2016-2017			

Difference
\$ 152.14
\$ 1,200.00
\$ 1,000.00
\$ (175.13)
\$ -
\$ 935.00
\$ (254.35)
\$ 140.00
\$ -
\$ (536.58)
\$ (42.62)
\$ 2,418.46
\$ 76.69
\$ (284.83)
\$ 781.54
\$ 102.45
\$ 115.39
\$ (2,125.07)
\$ 568.48
\$ 950.94
\$ 185.59
\$ 584.13
\$ (616.70)
\$ 2.75

Difference
\$ (18.94)
\$ 2,000.00
\$ (161.38)
\$ (820.10)
\$ 5,000.00
\$ -
\$ 5,969.76
\$ 64.00
\$ 1,750.00
\$ 1,835.01
\$ 1,300.00
\$ 3,020.43
\$ 1,202.55
\$ 80.00
\$ 1,955.01
\$ 293.05
\$ 1,757.27
\$ 1,239.05
\$ 186.86
\$ 182.21
\$ 1,076.57
\$ 15,942.01
\$ 800.00
\$ 20,000.00
\$ 150.00
\$ 20,950.00

Difference
\$ 2,302.36
\$ (42.48)
\$ 781.41
\$ 1,380.14
\$ 1,014.99
\$ (78.35)
\$ 9.32
\$ 2,601.98
\$ (7.16)
\$ -
\$ 188.96
\$ 270.18
\$ -
\$ 1,992.66
\$ 466.49
\$ 1,635.35
\$ 257.89
\$ -
\$ 1,907.19
\$ 683.68
\$ 795.00
\$ 50.00
\$ -
\$ (6,099.62)
\$ 9,364.99

Difference
\$ 1,289.19
\$ 351.15
\$ 371.30
\$ 811.30
\$ 611.30
\$ 611.30
\$ 905.65
\$ 750.00
\$ 1,142.67
\$ (19.55)
\$ 6,824.31
\$ 397.42
\$ (1,801.99)
\$ 7,500.00
\$ 1,154.60
\$ 1,200.00
\$ 8,450.03
\$ 70,105.15

Difference
\$ 46,676.41
\$ (2,835.00)
\$ (1,930.00)
\$ -
\$ -
\$ (500.00)
\$ 41,411.41
\$ 2,585.00
\$ 1,300.00
\$ 1,046.67
\$ 563.66
\$ 100.00
\$ (4.45)
\$ 100.00
\$ (2,804.00)
\$ (1,334.00)
\$ 6,975.00
\$ 115.00
\$ 3,678.00
\$ 4,340.00
\$ (4,450.00)

Difference
\$ 438.00
\$ 376.00
\$ 445.00
\$ 354.00
\$ 13,823.88
\$ 2,962.10
\$ (255.00)
\$ (920.00)
\$ 529.00
\$ (88.00)
\$ 13,000.00
\$ 5,000.00
\$ (780.00)
\$ (908.00)
\$ 3,400.00
\$ 2,000.00
\$ 23,940.10
\$ (79,175.39)
\$ 70,105.15
\$ (9,070.24)

EXPENSES		
		Last Year
ADMINISTRATIVE EXPENSES		
	Books, Subscriptions, Software	\$500.00
	Membership Dues	\$1,800.00
	Office Equipment	\$1,000.00
	Office Supplies	\$600.00
Postage, Shipping & Delivery		
	Bulk Mail Expense	\$2,000.00
	General Mailing Expense	\$700.00
	Post Office Fees	\$200.00
Telephone & Internet		
	Internet	\$1,200.00
	Telephone	\$1,400.00
TOTAL ADMINISTRATIVE		\$9,400.00
HOSPITALITY EXPENSES		
	Annual Meeting	\$400.00
	Bereavement	\$0.00
	Concessions	\$2,600.00
	Concessions-Alcohol	\$1,200.00
	Gifts & Plaques	\$500.00
	Lobby/Public Space Improvements	\$2,500.00
	Subscriber/Donor Development	\$1,400.00
	Volunteer Development	\$1,200.00
TOTAL HOSPITALITY		\$9,800.00
MISCELLANEOUS EXPENSES		
	Art in Lobby	\$1,000.00
	ArtsPeople Ticketing Fees	\$8,000.00
	Authorize.Net Cred. Charges	\$400.00
	Chesapeake Bank Charges	\$9,000.00
	Gala Dinner Seed Money	\$2,000.00
	General Expenses	\$3,500.00
	Insurance (Non-Employee)	\$6,000.00
	Reserved Funds	\$5,000.00
	Scholarship Awards	\$2,500.00
TOTAL MISCELLANEOUS		\$37,400.00
OCCUPANCY EXPENSES		
	Alarm Monitoring	\$400.00
	Grounds Maintenance	\$4,750.00

		Last Year
	HVAC Maintenance	\$4,500.00
	Janitorial Services	\$4,500.00
	Maintenance Improvement & Repair	\$5,500.00
	Maintenance Supplies	\$1,500.00
	Pest Control	\$600.00
	Misc. Tools & Equipment	\$2,000.00
	Mortgage	\$34,000.00
	Mortgage Interest	\$79,145.00
Utilities		
	Electricity	\$14,500.00
	Natural Gas	\$950.00
	Waste Management	\$1,300.00
	Water & Sewer	\$4,000.00
TOTAL OCCUPANCY EXPENSES		\$157,645.00
OTHER PERSONNEL EXPENSES		
	Accounting Fees	\$2,200.00
	Half-Time Employee	\$20,000.00
	Legal Fees	\$150.00
TOTAL OTHER PERSONNEL		\$22,350.00

		Last Year
PRODUCTION EXPENSES		
General Production		
	Backstage Improvements	\$2,500.00
	Box Office	\$400.00
	Construction	\$1,500.00
	Light and Sound	\$5,000.00
	Miscellaneous Expenses	\$3,000.00
	Season Selection	\$200.00
2017-2018 Season		
	1- You're a Good Man, Charlie Brown PM	\$6,200.00
	1-You're a Good Man, Charlie Brown WP	\$3,200.00
	Show 2 License	\$1,040.00
	2-Dandelion Wine PM	\$3,300.00
	2- Dandelion Wine WP	\$2,700.00
	Show 3 License	\$1,300.00
	3-Lucky Stiff PM	\$3,300.00
	3-Lucky Stiff WP	\$2,500.00
	4-Anne of Green Gables PM	\$6,200.00
	4-Anne of Green Gables WP	\$3,200.00
	Show 5 License	\$1,300.00
	5-Jane Eyre PM	\$3,300.00
	5-Jane Eyre WP	\$2,500.00
Children's Theater		
	Event Costs	\$2,065.00
2018-2019 Season		
	Forthcoming Season Licenses	\$18,000.00
TOTAL PRODUCTION EXPENSES		\$72,705.00

		Last Year
PUBLICITY EXPENSES		
	Advertising (Season/General)	\$3,000.00
	Advertising 1-You're a Good Man Charlie Brown	\$1,400.00
	Advertising 2-Dandelion Wine	\$1,400.00
	Advertising 3-Lucky Stiff	\$1,400.00
	Advertising 4-Anne of Green Gables	\$1,400.00
	Advertising 5-Jane Eyre	\$1,400.00
	Advertising Childrens Theatre	\$1,200.00
	Advertising Graphics	\$1,000.00
	Advertising Leading Ladies	\$2,000.00
	Advertising Christmas Carol	\$0.00
	Advertising Cabarets	\$0.00
	Advertising Other Special Events	\$0.00
	Season Brochure Printing	\$5,000.00
TOTAL PUBLICITY EXPENSES		\$19,200.00
SPECIAL EVENTS EXPENSES		
	Cabaret--Leading Ladies	\$1,000.00
	Cabarets 2 & 3	\$2,000.00
	Cabaret Programs	\$0.00
	Special Event 1--A Christmas Carol PM	\$1,200.00
	Special Event 1--A Christmas Carol WP	\$0.00
	Special Event 2 (This year multiple events)	\$1,200.00
	Children's Summer Theater Event	\$7,500.00
	Next to Normal remaining PM	\$0.00
	Next to Normal remaining WP	\$0.00
	Forthcoming Year Summer Show Startup	\$8,000.00
TOTAL SPECIAL EVENTS		\$20,900.00
TOTAL EXPENDITURES		\$349,400.00

		Last Year
INCOME		
CONTRIBUTED SUPPORT		
	Current Season Miscellaneous Gifts	\$75,000.00
	Current Season Subscription Gifts	\$14,500.00
	Forthcoming Season Subscription Gifts	\$19,000.00
	Targeted Donations	\$0.00
Local Government Grants		
	Williamsburg Area Arts Council	\$10,000.00
	York County Arts Council	\$1,800.00
Nonprofit Grants		\$0.00
TOTAL CONTRIBUTED SUPPORT		\$120,300.00
EARNED REVENUES		
	Advertising--Playbill Ads	\$4,000.00
	Advertising--Show Sponsors	\$6,000.00
	Concessions	\$4,000.00
	Concessions-Alcohol	\$4,400.00
	Gift Certificate Sales	\$100.00
	Interest Earned	\$300.00
	Miscellaneous Revenue	\$100.00
	Rent Revenue	\$10,500.00
Season Subscriptions		
	Current Season Subscriptions	\$33,000.00
	Following Season Subscriptions	\$48,000.00
Production Ticket Sales		
	1-You're a Good Man, Charlie Brown	\$22,000.00
	2-Dandelion Wine	\$12,000.00
	3-Lucky Stiff	\$12,000.00
	4-Anne of Green Gables	\$23,000.00
	5-Jane Eyre	\$12,000.00
	Children's Theatre	\$1,700.00
TOTAL EARNED REVENUES		\$193,100.00
SPECIAL EVENTS/FUNDRAISING		
	Cabaret 1- Leading Ladies	\$2,000.00
	Cabaret 2	\$2,000.00

2017-2018
\$400.00
\$1,800.00
\$800.00
\$800.00
\$1,400.00
\$600.00
\$100.00
\$1,400.00
\$1,400.00
\$8,700.00
\$300.00
\$100.00
\$2,100.00
\$1,200.00
\$300.00
\$1,500.00
\$1,000.00
\$1,000.00
\$7,500.00
\$400.00
\$9,500.00
\$400.00
\$9,000.00
\$0.00
\$2,500.00
\$6,900.00
\$4,000.00
\$3,000.00
\$35,700.00
\$400.00
\$4,300.00

2017-2018
\$4,000.00
\$4,500.00
\$4,500.00
\$1,000.00
\$500.00
\$500.00
\$35,500.00
\$75,600.00
\$13,800.00
\$800.00
\$1,200.00
\$3,300.00
\$149,900.00
\$1,750.00
\$0.00
\$100.00
\$1,850.00

2017-2018
\$1,500.00
\$400.00
\$1,250.00
\$4,400.00
\$3,000.00
\$250.00
\$5,000.00
\$3,300.00
\$0.00
\$3,300.00
\$2,700.00
\$0.00
\$5,000.00
\$3,300.00
\$3,500.00
\$2,800.00
\$0.00
\$5,800.00
\$3,300.00
\$1,000.00
\$24,000.00
\$73,800.00

2017-2018
\$2,800.00
\$1,200.00
\$1,200.00
\$1,200.00
\$1,200.00
\$1,200.00
\$1,200.00
\$0.00
\$600.00
\$1,000.00
\$800.00
\$600.00
\$400.00
\$5,100.00
\$17,300.00
\$3,750.00
\$2,200.00
\$300.00
\$2,500.00
\$2,000.00
\$1,000.00
\$0.00
\$3,500.00
\$2,000.00
\$0.00
\$17,250.00
\$312,000.00

2017-2018
\$33,400.00
\$15,000.00
\$20,000.00
\$4,000.00
\$10,000.00
\$0.00
\$0.00
\$82,400.00
\$3,000.00
\$5,500.00
\$3,300.00
\$4,200.00
\$100.00
\$300.00
\$100.00
\$4,000.00
\$34,000.00
\$40,000.00
\$18,500.00
\$12,000.00
\$18,500.00
\$15,000.00
\$18,500.00
\$1,000.00
\$178,000.00
\$7,500.00
\$2,900.00

