| Comparison of Budget to Actuals as of Sep 30, 2023 | $\begin{gathered} \text { 7/1/2023-6/30/24 } \\ \text { Budget } \end{gathered}$ | 9/1/23-9/30/23 <br> Actual Monthly (September) |  | 7/1/23-9/30/24 <br> Actual To-Date (July - Sept) |  | DIFFERENCE of Budget \& Actual To-Date (Remaining of budget) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income/Revenue |  |  | $\xrightarrow{\substack{\% \text { or } \\ \text { Income }}}$ |  | Income |  |
| Contributed Income |  |  |  |  |  |  |
| Grants | 223,000.00 | - | 0\% | - | 0\% | $(223,000.00)$ |
| Memberships / Individual Donors | 50,000.00 | 1,968.00 | 6\% | 10,345.00 | 9\% | $(39,655.00)$ |
| Anonymous Donations | 400.00 | - | 0\% | 15.00 | 0\% | (385.00) |
| Sponsorship | 7,500.00 | - | 0\% | - | 0\% | $(7,500.00)$ |
| Events \& Activities | 4,000.00 | - |  | 202.00 |  | $(3,798.00)$ |
| Total Contributed Income: | : \$284,900.00 | \$1,968.00 | 6\% | \$10,562.00 | 9\% | -\$274,338.00 |
| Earned Income |  |  |  |  |  |  |
| Classes | 25,000.00 | 5,404.00 | 18\% | 9,244.00 | 8\% | $(15,756.00)$ |
| Concessions - Basement | 55,000.00 | 3,117.75 | 10\% | 12,691.25 | 11\% | $(42,308.75)$ |
| Concessions - Upstairs | 9,100.00 | 665.00 | 2\% | 3,386.75 | 3\% | $(5,713.25)$ |
| WOW Hall Merchandise | 13,000.00 | 231.00 | 1\% | 1,080.00 | 1\% | $(11,920.00)$ |
| Newsletter Ads | 1,200.00 | - | 0\% | 65.00 | 0\% | $(1,135.00)$ |
| Poster Service | 4,500.00 | 867.00 | 3\% | 2,765.50 | 2\% | $(1,734.50)$ |
| Rental | 35,000.00 | 2,996.00 | 10\% | 7,666.00 | 6\% | $(27,334.00)$ |
| Ticket \& Merch Services | 25,000.00 | 2,194.00 | 7\% | 4,219.00 | 4\% | $(20,781.00)$ |
| Ticket Sales (less Ticket Payouts \& Refunds) | 330,000.00 | 13,285.20 | 43\% | 55,229.20 | 46\% | $(274,770.80)$ |
| TicketWeb Signing Bonus - 1/4 | 12,500.00 | - | 0\% | 12,500.00 | 10\% | - |
| Other Earned Income (ATM Fees, Misc.) | 720.00 | 45.25 | 0\% | 128.00 | 0\% | (592.00) |
| Total Earned Income: | : \$511,020.00 | \$28,805.20 | 94\% | \$108,974.70 | 91\% | -\$402,045.30 |
| Carry Forward from Prior Years: | : \$0.00 | \$0.00 |  | \$0.00 |  |  |
| TOTAL INCOME/REVENUE: | \$795,920.00 | \$30,773.20 | 100\% | \$119,536.70 | 100\% | -\$676,383.30 |
|  |  |  | $\%$ or |  | \% or |  |
| Expenditures |  |  | Expenses |  | Expenses |  |
| Operating Expense |  |  |  |  |  |  |
| Building Maintenance \& Repairs | 15,000.00 | 913.90 | 1\% | 1,216.60 | 1\% | 13,783.40 |
| Janitorial Supplies | 4,500.00 | 518.65 | 1\% | 1,340.85 | 1\% | 3,159.15 |
| Utilities | 25,000.00 | 1,683.70 | 2\% | 4,848.94 | 2\% | 20,151.06 |
| Insurance (Liability, D\&O, Workers Comp) | 25,000.00 | - | 0\% | 16,265.00 | 7\% | 8,735.00 |
| Office Equipment | 2,500.00 | . | 0\% |  | 0\% | 2,500.00 |
| Office Supplies | 4,500.00 | 231.00 | 0\% | 850.96 | 0\% | 3,649.04 |
| Postage and Delivery | 2,700.00 | - | 0\% | 148.00 | 0\% | 2,552.00 |
| Printing | 7,500.00 | 425.29 | 1\% | 1,294.22 | 1\% | 6,205.78 |
| Online hosting \& software subscriptions | 6,500.00 | 702.84 | 1\% | 2,442.54 | 1\% | 4,057.46 |
| I.T. Equipment | 5,000.00 |  |  |  |  |  |
| Concessions Basement Expense | 32,000.00 | 1,656.61 | 2\% | 6,451.08 | 3\% | 25,548.92 |
| Concessions Upstairs Expense | 6,500.00 | - | 0\% | 826.74 | 0\% | 5,673.26 |
| WOW Merchandise / Clothing Expense | 7,500.00 | - | 0\% | 2,820.00 | 1\% | 4,680.00 |
| Professional \& Legal Services | 20,000.00 | 50.00 | 0\% | 3,210.00 | 1\% | 16,790.00 |
| Membership Recruitment \& Appreciation | 3,000.00 | - | 0\% | - | 0\% | 3,000.00 |
| Staff development | 5,500.00 | - | 0\% | 204.12 | 0\% | 5,295.88 |
| Travel \& Meetings | 3,000.00 | - | 0\% | 556.36 | 709\% | 2,443.64 |
| Other (Bank Fees, Dues) | 9,000.00 | 640.56 | 1\% | 2,844.77 | 1\% | 6,155.23 |
| Total Operating Expense: | : $\quad \$ 184,700.00$ | \$6,822.55 | 10\% | \$45,320.18 | 20\% | \$139,379.82 |
| Payroll Expense - Wages, Company Taxes \& Fees: | S: $\quad \mathbf{4 5 0 , 0 0 0 . 0 0}$ | \$50,189.39 | 72\% | \$131,305.86 | 59\% | \$318,694.14 |
| Production Expense |  |  |  |  |  |  |
| Advertising | 35,000.00 | 4,515.52 | 6\% | 12,306.18 | 6\% | 22,693.82 |
| Artist Fees (Including Artist Hospitality) | 181,500.00 | 7,509.84 | 11\% | 27,342.89 | 12\% | 154,157.11 |
| Contractors - Production | 15,000.00 | 1,080.02 | 2\% | 3,376.31 | 2\% | 11,623.69 |
| Equipment Purchases, Maintenance, Rentals | 8,000.00 | - | 0\% | 1,000.00 | 0\% | 7,000.00 |
| Production Supplies \& Materials | 5,000.00 | 63.99 | 0\% | 700.75 | 0\% | 4,299.25 |
| Volunteer Recruitment \& Appreciation | 2,500.00 | 9.99 | 0\% | (94.48) | 0\% | 2,594.48 |
| Total Production Expense: | : \$247,000.00 | \$13,179.36 | 19\% | \$44,631.65 | 20\% | \$202,368.35 |
| TOTAL EXPENDITURES: | \$881,700.00 | \$70,191.30 | 100\% | \$221,257.69 | 100\% | \$660,442.31 |
| + Other Income (Interest) | ) 3,000.00 | 11.62 |  | 78.45 |  | $(2,921.55)$ |
| - Other Expenses (Depreciation) | $)$ | 626.00 |  | 1,878.00 |  | 1,878.00 |
| Net Income: | : $\quad$ \$82,780.00 | -\$40,032.48 |  | -\$103,520.54 |  | -\$20,740.54 |

