

# Community Center for the Performing Arts | WOW Hall

| Comparison of Budget to Actuals<br>as of Nov 30, 2023     | 7/1/2023 - 6/30/24  | 11/1/23 - 11/30/23 |                | 7/1/23 - 11/30/23   |                | RaiseRoof<br>(July - Nov) | DIFFERENCE of Budget<br>& Actual To-Date<br>(Remaining of budget) |                |
|---|---------------------|--------------------|----------------|---------------------|----------------|---------------------------|---|----------------|
|   | Budget              | Actual             | Actual to date |                     | % of<br>Income |                           |   | % of<br>Income |
|   |                     | (November)         | (July - Nov)   |                     |                |                           |   |                |
| <b>Income/Revenue</b>                                     |                     |                    |                |                     |                |                           |   |                |
| <b>Contributed Income</b>                                 |                     |                    |                |                     |                |                           |   |                |
| Grants  | 223,000.00          | 45,000.00          | 48%            | 81,393.00           | 28%            | 5,000.00                  | (141,607.00)  |                |
| Memberships / Individual Donors                           | 50,000.00           | 6,135.00           | 7%             | 15,145.00           | 5%             | 11,170.00                 | (34,855.00)   |                |
| Anonymous Donations                                       | 400.00              | 21.00              | 0%             | 286.00              | 0%             |                           | (114.00)  |                |
| Sponsorship   | 7,500.00            | -                  | 0%             | -                   | 0%             |                           | (7,500.00)  |                |
| Events & Activities                                       | 4,000.00            | 550.00             |                | 852.00              |                |                           | (3,148.00)  |                |
| <b>Total Contributed Income:</b>                          | <b>\$284,900.00</b> | <b>\$51,706.00</b> | <b>56%</b>     | <b>\$81,506.00</b>  | <b>28%</b>     | <b>\$16,170.00</b>        | <b>-\$203,394.00</b>  |                |
| <b>Earned Income</b>                                      |                     |                    |                |                     |                |                           |   |                |
| Classes   | 25,000.00           | 1,645.00           | 2%             | 12,584.00           | 4%             |                           | (12,416.00)   |                |
| Concessions - Basement                                    | 55,000.00           | 5,783.50           | 6%             | 27,640.75           | 10%            |                           | (27,359.25)   |                |
| Concessions - Upstairs                                    | 9,100.00            | 853.50             | 1%             | 5,784.25            | 2%             |                           | (3,315.75)  |                |
| WOW Hall Merchandise                                      | 13,000.00           | 115.00             | 0%             | 1,425.00            | 0%             |                           | (11,575.00)   |                |
| Newsletter Ads  | 1,200.00            | 140.00             | 0%             | 205.00              | 0%             |                           | (995.00)  |                |
| Poster Service  | 4,500.00            | 437.00             | 0%             | 4,258.50            | 1%             |                           | (241.50)  |                |
| Rental  | 35,000.00           | 140.00             | 0%             | 16,503.00           | 6%             |                           | (18,497.00)   |                |
| Ticket & Merch Services                                   | 25,000.00           | 1,860.00           | 2%             | 9,657.00            | 3%             |                           | (15,343.00)   |                |
| Ticket Sales (less Ticket Payouts & Refunds)              | 330,000.00          | 30,212.50          | 33%            | 114,944.20          | 40%            |                           | (215,055.80)  |                |
| TicketWeb Signing Bonus - 1/4                             | 12,500.00           | -                  | 0%             | 12,500.00           | 4%             |                           | -   |                |
| Other Earned Income (ATM Fees, Misc.)                     | 720.00              | 59.25              | 0%             | 228.00              | 0%             |                           | (492.00)  |                |
| <b>Total Earned Income:</b>                               | <b>\$511,020.00</b> | <b>\$41,245.75</b> | <b>44%</b>     | <b>\$205,729.70</b> | <b>72%</b>     |                           | <b>-\$305,290.30</b>  |                |
| <b>Carry Forward from Prior Years:</b>                    | <b>\$0.00</b>       | <b>\$0.00</b>      |                | <b>\$0.00</b>       |                |                           |   |                |
| <b>TOTAL INCOME/REVENUE:</b>                              | <b>\$795,920.00</b> | <b>\$92,951.75</b> | <b>100%</b>    | <b>\$287,235.70</b> | <b>100%</b>    | <b>\$16,170.00</b>        | <b>-\$508,684.30</b>  |                |
| <b>Expenditures</b>                                       |                     |                    |                |                     |                |                           |   |                |
| <b>Operating Expense</b>                                  |                     |                    |                |                     |                |                           |   |                |
| Building Maintenance & Repairs                            | 15,000.00           | 333.25             | 0%             | 1,931.81            | 1%             |                           | 13,068.19   |                |
| Janitorial Supplies                                       | 4,500.00            | 307.55             | 0%             | 1,648.40            | 0%             |                           | 2,851.60  |                |
| Utilities   | 25,000.00           | 1,690.13           | 2%             | 7,964.58            | 2%             |                           | 17,035.42   |                |
| Insurance (Liability, D&O, Workers Comp)                  | 25,000.00           | -                  | 0%             | 16,265.00           | 5%             |                           | 8,735.00  |                |
| Office Equipment  | 2,500.00            | -                  | 0%             | 178.07              | 0%             |                           | 2,321.93  |                |
| Office Supplies   | 4,500.00            | 126.00             | 0%             | 1,136.29            | 0%             |                           | 3,363.71  |                |
| Postage and Delivery                                      | 2,700.00            | 264.59             | 0%             | 1,039.45            | 0%             |                           | 1,660.55  |                |
| Printing  | 7,500.00            | 544.06             | 1%             | 2,306.10            | 1%             |                           | 5,193.90  |                |
| Online hosting & software subscriptions                   | 6,500.00            | 1,265.32           | 2%             | 3,913.26            | 1%             |                           | 2,586.74  |                |
| I.T. Equipment  | 5,000.00            |                    |                |                     |                |                           |   |                |
| Concessions Basement Expense                              | 32,000.00           | 2,083.09           | 3%             | 12,565.48           | 4%             |                           | 19,434.52   |                |
| Concessions Upstairs Expense                              | 6,500.00            | 488.89             | 1%             | 1,911.22            | 1%             |                           | 4,588.78  |                |
| WOW Merchandise / Clothing Expense                        | 7,500.00            | 294.55             | 0%             | 4,653.68            | 1%             |                           | 2,846.32  |                |
| Professional & Legal Services                             | 20,000.00           | 700.00             | 1%             | 4,758.00            | 1%             |                           | 15,242.00   |                |
| Membership Recruitment & Appreciation                     | 3,000.00            | 240.00             | 0%             | 240.00              | 0%             |                           | 2,760.00  |                |
| Staff development   | 5,500.00            | -                  | 0%             | 204.12              | 0%             |                           | 5,295.88  |                |
| Travel & Meetings   | 3,000.00            | -                  | 0%             | 556.36              | 77%            |                           | 2,443.64  |                |
| Other (Bank Fees, Dues)                                   | 9,000.00            | 588.80             | 1%             | 5,102.05            | 1%             |                           | 3,897.95  |                |
| <b>Total Operating Expense:</b>                           | <b>\$184,700.00</b> | <b>\$8,926.23</b>  | <b>13%</b>     | <b>\$66,373.87</b>  | <b>19%</b>     |                           | <b>\$118,326.13</b>   |                |
| <b>Payroll Expense - Wages, Company Taxes &amp; Fees:</b> | <b>\$450,000.00</b> | <b>\$34,092.13</b> | <b>50%</b>     | <b>\$196,504.41</b> | <b>56%</b>     |                           | <b>\$253,495.59</b>   |                |
| <b>Production Expense</b>                                 |                     |                    |                |                     |                |                           |   |                |
| Advertising   | 35,000.00           | 1,415.00           | 2%             | 16,309.18           | 5%             |                           | 18,690.82   |                |
| Artist Fees (Including Artist Hospitality)                | 181,500.00          | 20,739.43          | 30%            | 62,756.23           | 18%            |                           | 118,743.77  |                |
| Contractors - Production                                  | 15,000.00           | 2,814.25           | 4%             | 8,512.56            | 2%             |                           | 6,487.44  |                |
| Equipment Purchases, Maintenance, Rentals                 | 8,000.00            | -                  | 0%             | 1,840.85            | 1%             |                           | 6,159.15  |                |
| Production Supplies & Materials                           | 5,000.00            | 145.88             | 0%             | 970.62              | 0%             |                           | 4,029.38  |                |
| Volunteer Recruitment & Appreciation                      | 2,500.00            | 9.99               | 0%             | 104.95              | 0%             |                           | 2,395.05  |                |
| <b>Total Production Expense:</b>                          | <b>\$247,000.00</b> | <b>\$25,124.55</b> | <b>37%</b>     | <b>\$90,494.39</b>  | <b>26%</b>     |                           | <b>\$156,505.61</b>   |                |
| <b>TOTAL EXPENDITURES:</b>                                | <b>\$881,700.00</b> | <b>\$68,142.91</b> | <b>100%</b>    | <b>\$353,372.67</b> | <b>100%</b>    |                           | <b>\$528,327.33</b>   |                |
| + Other Income (Interest)                                 | 3,000.00            | 15.42              |                | 722.82              |                |                           | (2,277.18)  |                |
| - Other Expenses (Depreciation)                           | -                   | 626.00             |                | 3,130.00            |                |                           | 3,130.00  |                |
| <b>Net Income:</b>  | <b>-\$82,780.00</b> | <b>\$24,198.26</b> |                | <b>-\$68,544.15</b> |                |                           | <b>\$14,235.85</b>  |                |