

Burnsville Performing Arts Center
Income Statement

| | 2010 | | 2010 | | | | | | | | | | | | | | | | | | | |
|-----------------------------------|---------------------|---------------------|---------------|--------------------|--------------------|--------------------|---------------------|--------------------|--------------------|--------------------|--------------------|---------------------|--------------------|--------------------|--------------------|---------------------|---------------------|--------------------|--------------------|--------------------|---------------------|---------------------|
| | Approved Budget | Actual | January | February | March | Qtr 1 | April | May | June | Qtr 2 | YTD | July | August | September | Qtr 3 | YTD | October | November | December | Qtr 4 | YTD | |
| | Annual | YTD | (PROJECTED) | | | | | | | | | | | | | | | | Qtr 4 | YTD | | |
| REVENUES: | | | | | | | | | | | | | | | | | | | | | | |
| Building Rent | \$ 323,851 | \$ 103,978 | 32.11% | 19,655 | 26,825 | 26,703 | 73,183 | 30,795 | 32,000 | 35,500 | 98,295 | 171,478 | 24,800 | 22,900 | 16,500 | 64,200 | 235,678 | 18,800 | 19,100 | 20,200 | 58,100 | 293,778 |
| Box Office Fees | \$ 18,277 | \$ 2,517 | 13.77% | 510 | 760 | 872 | 2,142 | 375 | 400 | 850 | 1,625 | 3,767 | 400 | 300 | 500 | 1,200 | 4,967 | 1,300 | 1,300 | 1,000 | 3,600 | 8,567 |
| Ticketing Service Income | \$ 15,615 | \$ 6,296 | 40.32% | 748 | 3,220 | 1,736 | 5,704 | 592 | 400 | 400 | 1,392 | 7,096 | 400 | 300 | 250 | 950 | 8,046 | 1,200 | 1,200 | 900 | 3,300 | 11,346 |
| Preservation Fee Income | \$ 58,541 | \$ 8,913 | 15.23% | 2,428 | 1,426 | 3,943 | 7,797 | 1,116 | 1,000 | 2,200 | 4,316 | 12,113 | 2,000 | 3,800 | 800 | 6,600 | 18,713 | 3,000 | 3,000 | 6,000 | 12,000 | 30,713 |
| Equipment Rental | \$ 19,925 | \$ 4,048 | 20.32% | 925 | 660 | 2,250 | 3,835 | 213 | 100 | 100 | 413 | 4,248 | 200 | 1,250 | 500 | 1,950 | 6,198 | 1,000 | 1,000 | 1,500 | 3,500 | 9,698 |
| Net Catering Revenue | \$ 7,100 | \$ 4,793 | 67.51% | 2,704 | 568 | 731 | 4,003 | 790 | 1,200 | 800 | 2,790 | 6,793 | - | 100 | 400 | 500 | 7,293 | 500 | 200 | 1,000 | 1,700 | 8,993 |
| Net Beverage Sales | \$ 17,124 | \$ 13,122 | 76.63% | 7,238 | 3,715 | 676 | 11,629 | 1,493 | (533) | (1,438) | (478) | 11,151 | (450) | 1,284 | 1,055 | 1,889 | 13,040 | 3,750 | 2,985 | 2,381 | 9,116 | 22,156 |
| Net Concession Sales | \$ 40,526 | \$ 8,947 | 22.08% | 1,617 | 1,500 | 1,706 | 4,822 | 4,125 | 3,150 | 3,850 | 11,125 | 15,947 | 1,750 | 525 | 350 | 2,625 | 18,572 | 840 | 700 | 700 | 2,240 | 20,812 |
| Net Merchandise Revenue | \$ 3,500 | \$ 4,204 | 120.14% | 329 | 495 | 1,512 | 2,336 | 1,868 | 1,000 | 1,500 | 4,368 | 6,704 | - | - | 100 | 100 | 6,804 | 600 | 100 | 200 | 900 | 7,704 |
| Reimbursed Wages | \$ 112,151 | \$ 40,953 | 36.52% | 7,285 | 7,713 | 9,889 | 24,887 | 16,066 | 15,000 | 16,000 | 47,066 | 71,953 | 7,000 | 4,050 | 3,000 | 14,050 | 86,003 | 8,500 | 6,000 | 4,000 | 18,500 | 104,503 |
| Total Revenues: | \$ 616,609 | \$ 197,771 | 32.07% | 43,439 | 46,881 | 50,017 | 140,338 | 57,433 | 53,717 | 59,762 | 170,912 | 311,250 | 36,100 | 34,509 | 23,455 | 94,064 | 405,314 | 39,490 | 35,585 | 37,881 | 112,956 | 518,270 |
| EXPENSES: | | | | | | | | | | | | | | | | | | | | | | |
| Advertising/Marketing | \$ 35,000 | \$ 7,107 | 20.31% | 4,022 | - | - | 4,022 | 3,085 | 350 | 2,000 | 5,435 | 9,457 | 3,000 | 2,000 | 4,000 | 9,000 | 18,457 | 3,000 | 2,000 | 2,000 | 7,000 | 25,457 |
| Bank Service Charges | \$ 1,439 | \$ 549 | 38.16% | 195 | 67 | 161 | 422 | 127 | 50 | 50 | 227 | 649 | 50 | 50 | 50 | 150 | 799 | 100 | 50 | 50 | 200 | 999 |
| Credit Card Fees | \$ - | \$ (296) | 0.00% | (80) | (146) | (230) | (456) | 160 | 160 | 160 | 480 | 24 | 60 | 50 | 75 | 185 | 209 | 200 | 150 | 150 | 500 | 709 |
| Dues & Subscriptions | \$ 2,250 | \$ 805 | 35.78% | - | - | - | - | 805 | 400 | - | 1,205 | 1,205 | - | - | - | - | 1,205 | - | - | - | - | 1,205 |
| Equipment Leasing | \$ 7,000 | \$ 1,523 | 21.76% | 1,065 | 160 | 44 | 1,269 | 254 | - | - | 254 | 1,523 | - | - | - | - | 1,523 | 1,000 | 1,000 | 500 | 2,500 | 4,023 |
| Employee Development/Training | \$ 3,500 | \$ 965 | 27.57% | - | 30 | 935 | 965 | - | - | - | 965 | 965 | - | 400 | 400 | 800 | 1,765 | - | - | - | - | 1,765 |
| Insurance | \$ 32,921 | \$ 10,279 | 31.22% | 2,570 | 2,570 | 2,570 | 7,709 | 2,570 | 2,570 | 2,570 | 7,710 | 15,419 | 2,570 | 2,570 | 2,570 | 7,710 | 23,129 | 2,570 | 2,570 | 2,570 | 7,710 | 30,839 |
| Licenses & Fees | \$ 7,570 | \$ - | 0.00% | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Miscellaneous Expense | \$ - | \$ 355 | 0.00% | 65 | 290 | - | 355 | - | - | - | - | 355 | - | - | - | - | 355 | - | - | - | - | 355 |
| Office Supplies | \$ 4,800 | \$ 862 | 17.96% | 201 | 81 | 149 | 431 | 431 | 350 | 350 | 1,131 | 1,562 | 350 | 350 | 350 | 1,050 | 2,612 | 350 | 350 | 350 | 1,050 | 3,662 |
| Postage / Freight | \$ 1,200 | \$ 409 | 34.10% | 118 | 55 | 118 | 291 | 118 | 100 | 100 | 318 | 609 | 100 | 100 | 100 | 300 | 909 | 100 | 100 | 100 | 300 | 1,209 |
| Printing | \$ - | \$ - | 0.00% | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Professional Services | \$ 120,000 | \$ 40,000 | 33.33% | 10,000 | 10,000 | 10,000 | 30,000 | 10,000 | 10,000 | 10,000 | 30,000 | 60,000 | 10,000 | 10,000 | 10,000 | 30,000 | 90,000 | 10,000 | 10,000 | 10,000 | 30,000 | 120,000 |
| Repairs/Maintenance House | \$ 15,352 | \$ 8,505 | 55.40% | (457) | 560 | 6,012 | 6,115 | 2,390 | 2,000 | 2,000 | 6,390 | 12,505 | 2,000 | 2,000 | 2,000 | 6,000 | 18,505 | 2,000 | 2,000 | 2,000 | 6,000 | 24,505 |
| Repairs/Maintenance Stage | \$ 3,000 | \$ 1,076 | 35.88% | 422 | 43 | 407 | 871 | 205 | 225 | 225 | 655 | 1,526 | 225 | 225 | 225 | 675 | 2,201 | 225 | 225 | 225 | 675 | 2,876 |
| Repairs/Maintenance HVAC | \$ 14,100 | \$ 3,247 | 23.03% | - | - | - | - | 3,247 | 1,000 | 1,000 | 5,247 | 5,247 | 1,000 | 1,000 | 1,000 | 3,000 | 8,247 | 1,000 | 1,000 | 1,000 | 3,000 | 11,247 |
| Supplies | \$ 14,100 | \$ 4,651 | 32.99% | 572 | 875 | 1,494 | 2,940 | 1,711 | 1,330 | 1,420 | 4,461 | 7,401 | 1,000 | 755 | 720 | 2,475 | 9,876 | 818 | 790 | 790 | 2,398 | 12,274 |
| Telephone | \$ 3,000 | \$ 1,141 | 38.04% | 685 | 276 | 50 | 1,011 | 130 | 75 | 75 | 280 | 1,291 | 75 | 75 | 75 | 225 | 1,516 | 75 | 75 | 75 | 225 | 1,741 |
| Travel | \$ 6,260 | \$ 3,675 | 58.71% | 22 | 1,395 | 1,001 | 2,417 | 1,258 | 500 | 400 | 2,158 | 4,575 | 400 | 750 | 750 | 1,900 | 6,475 | 500 | 500 | 500 | 1,500 | 7,975 |
| Uniforms | \$ 1,550 | \$ - | 0.00% | - | - | - | - | - | - | 200 | 200 | 200 | - | 500 | - | 500 | 700 | 500 | - | - | 500 | 1,200 |
| Utilities | \$ 116,696 | \$ 29,488 | 25.27% | 4,592 | 9,762 | 8,525 | 22,879 | 6,609 | 6,000 | 6,000 | 18,609 | 41,488 | 7,000 | 6,500 | 6,500 | 20,000 | 61,488 | 7,000 | 8,000 | 8,000 | 23,000 | 84,488 |
| Computer/IT | \$ - | \$ - | 0.00% | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Waste Disposal | \$ 200 | \$ - | 0.00% | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Wages & Salaries - Full Time | \$ 395,000 | \$ 158,516 | 40.13% | 46,314 | 30,657 | 41,912 | 118,882 | 39,634 | 25,000 | 28,500 | 93,134 | 212,016 | 29,500 | 29,500 | 29,500 | 88,500 | 300,516 | 29,500 | 29,500 | 29,500 | 88,500 | 389,016 |
| Wages - Part Time Event Labor | \$ 100,936 | \$ 24,653 | 24.42% | 7,268 | 2,873 | 7,480 | 17,621 | 7,032 | 13,000 | 11,000 | 31,032 | 48,653 | 5,000 | 2,000 | 3,000 | 10,000 | 58,653 | 9,000 | 7,500 | 6,500 | 23,000 | 81,653 |
| Wages - Part Time Non-Event Labor | \$ 53,900 | \$ 17,709 | 32.86% | 2,974 | 3,427 | 1,088 | 7,489 | 10,220 | 4,000 | 4,000 | 18,220 | 25,709 | 3,000 | 3,000 | 4,000 | 10,000 | 35,709 | 4,000 | 4,000 | 4,000 | 12,000 | 47,709 |
| Taxes & Benefits | \$ 107,408 | \$ 37,024 | 34.47% | 13,655 | 6,837 | 8,361 | 28,853 | 8,171 | 7,686 | 7,961 | 23,818 | 52,671 | 6,863 | 6,314 | 6,680 | 19,857 | 72,528 | 7,778 | 7,503 | 7,320 | 22,601 | 95,129 |
| Total Expenses | \$ 1,047,182 | \$ 352,245 | 33.64% | \$ 94,201 | \$ 69,812 | \$ 90,075 | 254,088 | 98,157 | 74,796 | 78,011 | 250,964 | 505,052 | 72,193 | 68,139 | 71,995 | 212,327 | 717,379 | 79,716 | 77,313 | 75,630 | 232,659 | 950,038 |
| OPERATING INCOME (LOSS) | \$ (430,573) | \$ (431,769) | | \$ (50,762) | \$ (22,930) | \$ (40,058) | \$ (113,751) | \$ (40,724) | \$ (21,079) | \$ (18,249) | \$ (80,052) | \$ (193,803) | \$ (73,459) | \$ (13,361) | \$ (48,540) | \$ (118,263) | \$ (312,066) | \$ (40,226) | \$ (41,728) | \$ (37,749) | \$ (119,703) | \$ (431,769) |