

White Heron Theater Company
Profit & Loss
 January 1 through August 25, 2019

	Jan 1 - Aug 25, 19	Jan 1 - Aug 25, 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
40000 · REVENUE				
42000 · Earned Revenue				
42100 · Box Office Income	130,332.76	153,268.50	-22,935.74	-15.0%
42110 · Tuitions	49,750.00	56,945.00	-7,195.00	-12.6%
42120 · Merchandise & Concession Sales	11,131.50	13,210.98	-2,079.48	-15.7%
42140 · Theater Rental Income	16,797.00	5,730.00	11,067.00	193.1%
42999 · Earned Revenue- Other	2,614.44	164.00	2,450.44	1,494.2%
47200 · Playbill Advertising Income	8,550.00	3,000.00	5,550.00	185.0%
42000 · Earned Revenue - Other	1,260.00	0.00	1,260.00	100.0%
Total 42000 · Earned Revenue	220,435.70	232,318.48	-11,882.78	-5.1%
44000 · Unearned Revenue				
44100 · Individ, Business Contributions				
44105 · Individual Contributions	34,588.00	20,071.14	14,516.86	72.3%
44110 · Business Donations	78.77	0.00	78.77	100.0%
44120 · Board Ask	60,000.00	85,674.00	-25,674.00	-30.0%
44130 · Heron Society	55,380.00	37,750.00	17,630.00	46.7%
44140 · Special Events/Gala	54,500.00	101,400.00	-46,900.00	-46.3%
44150 · Fall Appeal	26,460.10	13,932.39	12,527.71	89.9%
44160 · Producer Underwriting	50,000.00	90,000.00	-40,000.00	-44.4%
44165 · Co-Producers	0.00	25,000.00	-25,000.00	-100.0%
44170 · Education Program Donations	92,500.00	34,350.00	58,150.00	169.3%
44180 · Capital Fund	75,000.00	125,000.00	-50,000.00	-40.0%
Total 44100 · Individ, Business Contributions	448,506.87	533,177.53	-84,670.66	-15.9%
44190 · Grants	0.00	5,500.00	-5,500.00	-100.0%
44000 · Unearned Revenue - Other	19,379.50	0.00	19,379.50	100.0%
Total 44000 · Unearned Revenue	467,886.37	538,677.53	-70,791.16	-13.1%
Total 40000 · REVENUE	688,322.07	770,996.01	-82,673.94	-10.7%
49900 · Uncategorized Income	23,769.87	0.00	23,769.87	100.0%
Total Income	712,091.94	770,996.01	-58,904.07	-7.6%
Gross Profit	712,091.94	770,996.01	-58,904.07	-7.6%
Expense				
60000 · THEATRICAL & PRODUCTION EXPENSE				
62000 · Personnel Expense				
64000 · Contracted Payroll Expense				
64100 · Salaries & Wages	81,993.88	80,264.03	1,729.85	2.2%
64200 · Payroll Taxes	29,373.07	27,264.46	2,108.61	7.7%
64300 · Benefits	10,501.81	14,783.26	-4,281.45	-29.0%
64999 · Personnel Expense- Other	255.88	0.00	255.88	100.0%
64000 · Contracted Payroll Expense - Other	1,013.00	0.00	1,013.00	100.0%
Total 64000 · Contracted Payroll Expense	123,137.64	122,311.75	825.89	0.7%
66000 · Subcontracted Payroll Expense				
66100 · Performers	11,147.91	21,406.74	-10,258.83	-47.9%
66200 · Designers	12,862.50	19,108.91	-6,246.41	-32.7%
66300 · Directors	12,066.67	11,724.98	341.69	2.9%
66600 · Other Tech	20,565.00	8,890.00	11,675.00	131.3%
66700 · Subcontractor Benefits	2,730.00	1,300.00	1,430.00	110.0%
66999 · Subcontracted Personnel- Other	127.94	0.00	127.94	100.0%
Total 66000 · Subcontracted Payroll Expense	59,500.02	62,430.63	-2,930.61	-4.7%
Total 62000 · Personnel Expense	182,637.66	184,742.38	-2,104.72	-1.1%

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68000 · Theatrical & Production Expense				
68100 · Production Housing	88,528.92	119,236.82	-30,707.90	-25.8%
68200 · Production Travel	13,454.00	13,452.96	1.04	0.0%
68300 · Scenic Materials	11,614.17	13,948.30	-2,334.13	-16.7%
68400 · Licensing & Scripts	5,131.45	9,647.79	-4,516.34	-46.8%
68500 · Lighting	14,413.59	15,912.07	-1,498.48	-9.4%
68600 · Sound	401.81	992.93	-591.12	-59.5%
68700 · Props	3,389.03	2,569.61	819.42	31.9%
68800 · Costumes	2,231.49	3,433.07	-1,201.58	-35.0%
68900 · Production/Cast Party Costs	48.00	319.82	-271.82	-85.0%
68950 · Tools & Equipment	1,961.00	1,229.28	731.72	59.5%
68970 · Studio Rental Expense	565.80	1,108.40	-542.60	-49.0%
68999 · Theatre & Production- Other	70.68	0.00	70.68	100.0%
Total 68000 · Theatrical & Production Expense	141,809.94	181,851.05	-40,041.11	-22.0%
Total 60000 · THEATRICAL & PRODUCTION EXPENSE	324,447.60	366,593.43	-42,145.83	-11.5%
70000 · GENERAL & ADMIN EXPENSE				
72000 · Personnel Expense				
72100 · Salaries & Wages	74,093.44	86,418.12	-12,324.68	-14.3%
72200 · Payroll Tax	31,564.01	31,158.82	405.19	1.3%
72300 · Benefits	1,008.00	1,992.00	-984.00	-49.4%
72400 · Workers Comp Insurance	4,047.50	2,627.00	1,420.50	54.1%
72500 · Payroll Processing Fees	2,567.53	2,429.61	137.92	5.7%
Total 72000 · Personnel Expense	113,280.48	124,625.55	-11,345.07	-9.1%
73000 · Travel & Meetings				
73100 · Travel	5,430.89	12,348.41	-6,917.52	-56.0%
73200 · Meals & Entertainment	1,863.31	872.37	990.94	113.6%
73400 · Accommodations	0.00	3,761.48	-3,761.48	-100.0%
73500 · Gala Expense	44,139.58	32,260.83	11,878.75	36.8%
73600 · Travel & Meetings- Other	934.22	0.00	934.22	100.0%
Total 73000 · Travel & Meetings	52,368.00	49,243.09	3,124.91	6.4%
74000 · Business Expenses				
74100 · Business Registration Fees	5,023.76	785.12	4,238.64	539.9%
74200 · Professional Development	537.00	0.00	537.00	100.0%
74300 · Computer Expense	0.00	1,054.53	-1,054.53	-100.0%
74500 · Subscriptions, Internet Service	3,915.17	3,043.82	871.35	28.6%
74700 · Business Expense- Other	140.00	0.00	140.00	100.0%
Total 74000 · Business Expenses	9,615.93	4,883.47	4,732.46	96.9%
75000 · Bank Charges				
75100 · Bank service charge	5,047.00	33.00	5,014.00	15,193.9%
75200 · Credit Card Processing Fees	10,909.19	9,689.06	1,220.13	12.6%
75300 · Bank Charges- Other	0.00	0.00	0.00	0.0%
Total 75000 · Bank Charges	15,956.19	9,722.06	6,234.13	64.1%
76000 · Contract Services				
76100 · Accounting Fees	8,211.25	4,950.00	3,261.25	65.9%
76200 · Legal Fees	-16,394.87	2,500.00	-18,894.87	-755.8%
76300 · Outside Contract Services	53,493.42	0.00	53,493.42	100.0%
76400 · Insurance - Liability, D and O	15,629.28	8,022.74	7,606.54	94.8%
Total 76000 · Contract Services	60,939.08	15,472.74	45,466.34	293.9%
77000 · Facilities and Equipment				
77100 · Building Maintenance & Supplies	9,866.50	14,038.80	-4,172.30	-29.7%
77200 · Utilities	14,545.36	16,525.75	-1,980.39	-12.0%
77300 · Vehicle Expense	1,231.43	3,938.38	-2,706.95	-68.7%
Total 77000 · Facilities and Equipment	25,643.29	34,502.93	-8,859.64	-25.7%

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78000 · Printing & Supplies				
78100 · General Printing	6,014.87	4,835.87	1,179.00	24.4%
78200 · Program Printing	2,950.97	2,569.07	381.90	14.9%
78300 · Office Supplies & Box Office	1,941.56	3,340.83	-1,399.27	-41.9%
78400 · Postage & Shipping	2,254.07	2,228.59	25.48	1.1%
78500 · Fees- Online Sales	7,774.67	10,173.30	-2,398.63	-23.6%
78600 · Concessions & Merchandise Costs	5,394.73	5,639.19	-244.46	-4.3%
78650 · Sales & Meals Tax Paid	266.90	522.87	-255.97	-49.0%
78700 · Box Office Expense- Other	0.00	280.00	-280.00	-100.0%
Total 78000 · Printing & Supplies	26,597.77	29,589.72	-2,991.95	-10.1%
79000 · Advertising & Promotion				
79100 · Advertising - Purchased	7,977.62	8,616.63	-639.01	-7.4%
79300 · Advertising & Promotion- Other	62.00	15,000.00	-14,938.00	-99.6%
Total 79000 · Advertising & Promotion	8,039.62	23,616.63	-15,577.01	-66.0%
79500 · Other Expense				
79520 · Interest Expense	134,468.91	115,250.13	19,218.78	16.7%
79540 · Ask Michael	200.00	0.00	200.00	100.0%
Total 79500 · Other Expense	134,668.91	115,250.13	19,418.78	16.9%
Total 70000 · GENERAL & ADMIN EXPENSE	447,109.27	406,906.32	40,202.95	9.9%
Total Expense	771,556.87	773,499.75	-1,942.88	-0.3%
Net Ordinary Income	-59,464.93	-2,503.74	-56,961.19	-2,275.0%
Net Income	-59,464.93	-2,503.74	-56,961.19	-2,275.0%