

Desert Stages Inc

Pro Forma Profit & Loss by Month & Statement of Cash Flow

November - December 2019

	Projected Nov 2019	Projected Dec 2019	2019 Total
Income			
5001 Show Revenues	30,000.00	30,000.00	60,000.00
5002 Summer Camp Revenue 2017			0.00
5002 Summer Camp Revenue 2018			0.00
5002A Summer Camp Revenue 2019			0.00
5003 Academy Revenue	3,000.00	4,000.00	7,000.00
5004 Store Revenue			0.00
5005 Snack Revenue	1,500.00	1,500.00	3,000.00
5006 Advertising Revenue	500.00		500.00
5052 Venue Rental			0.00
5100 Fundraising Events			0.00
5103 Bowl A Thon	5,000.00		5,000.00
5104 Brockfest			0.00
5105 KendraScott Sale		300.00	300.00
James Gish Concert			0.00
Miscast Caberet		2,000.00	2,000.00
Pitch Perfect Movie			0.00
Star Studded Sunday			0.00
5107 Gala Revenue 2017			0.00
5107 Gala Revenue 2018			0.00
5107 Gala Revenue 2019			0.00
Total 5100 Fundraising Events	\$ 5,000.00	\$ 2,300.00	\$ 7,300.00
5200 Donation Revenue			
5202 Fundraising Events	3,000.00	8,000.00	11,000.00
5201 Donation Capital Campaign			0.00
5201A Reboot 2019	25,000.00	5,000.00	30,000.00
5203 Freinds/Membership Revenues	500.00	500.00	1,000.00
5207 Inkind Donations			0.00
5208 Legacy Revenue			0.00
5209 Raffle Ticket Revenue	200.00	500.00	700.00
5210 Directors Circle	600.00	700.00	1,300.00
Total 5200 Donation Revenue	\$ 29,300.00	\$ 14,700.00	\$ 44,000.00
5300 Grant Revenue	\$ 0.00		0.00
5500 Value Card Alliance Income			0.00
5510 Online Service Fees	1,500.00	1,500.00	3,000.00
5700 Uncategorized Income			
Total Income	\$ 70,800.00	\$ 54,000.00	\$ 124,800.00
Cost of Goods Sold			
6000 Show Costs			
6001 Royalty, Music License & Scripts	10,000.00	15,000.00	25,000.00
6002 Director & Assistant Director	2,000.00		2,000.00
6003 Technical Director			0.00
6004 Music Director	750.00		750.00

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6005 Choreographer	750.00		750.00
6006 Props & Costumes	1,000.00	1,000.00	2,000.00
6006A Prop Coordinator	500.00		500.00
6006B Production Coordinator	450.00		450.00
6007 Lighting Design	375.00	375.00	750.00
6008 Sound Design	375.00	375.00	750.00
6009 Set Design & Build	1,400.00		1,400.00
6010 Tech Crew (Stage,Light,Sound)	1,000.00	1,000.00	2,000.00
6012 Live dBand			0.00
6012 Accompanist			0.00
6013 Programs	500.00		500.00
6014 Pictures	375.00		375.00
6015 Posters	25.00	25.00	50.00
6016 Promo & Promo Product	250.00	250.00	500.00
6017 Set & Tech Supplies	250.00	250.00	500.00
6019 RehearsalSpace Rental			0.00
6018 T Shirts	125.00	125.00	250.00
Total 6000 Show Costs	\$ 20,125.00	\$ 18,400.00	\$ 38,525.00
6101 Summer Camp Expenses			
6102 Academy Expenses	500.00	800.00	1,300.00
6103 Snack Expense	750.00	750.00	1,500.00
6104 Awards			0.00
6105 Fundraising Expense			0.00
6106 Gala 2017 Expenses			0.00
6107 Gala 2018 Expenses			0.00
6108 Bowl A-Than Costs			0.00
6250 Production Expenses In Kind			0.00
6109 Gala 2019 Expenses			0.00
Total Cost of Goods Sold	\$ 21,375.00	\$ 19,950.00	41,325.00
Gross Profit	\$ 49,425.00	\$ 34,050.00	83,475.00
Expenses			
7000 Labor Costs			
7001 Payroll Expenses	13,000.00	13,000.00	26,000.00
7002 Payroll Processing Fees	350.00	350.00	700.00
7003 Payroll Taxes	1,500.00	1,500.00	3,000.00
7004 Benefits - Employee	104.84	104.84	209.68
7005 Employee Welfare			0.00
7007 Contract Labor	5,000.00	5,000.00	10,000.00
7008 Sales Commisssion			0.00
Total 7000 Labor Costs	\$ 19,954.84	\$ 19,954.84	\$ 39,909.68
7200 Occupancy Costs			
7201 Rent & Lease	11,000.00	11,000.00	22,000.00
7202 Utilities	2,075.00	2,075.00	4,150.00
7203 Pest Control			0.00
7204 Repairs & Maintenance	250.00	250.00	500.00

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7205 Waste Removal	270.00	270.00	540.00
7206 Cleaning	440.00	440.00	880.00
7207 VCA - Repair & Maintenance			0.00
Total 7200 Occupancy Costs	\$ 14,035.00	\$ 14,035.00	\$ 28,070.00
7300 Advertising/Promotional			
7301 Advertising & Marketing	500.00	500.00	1,000.00
7302 Promotions			0.00
7303 Public Relations Firm			0.00
7304 VCA - Advertising & Marketing			0.00
Total 7300 Advertising/Promotional	\$ 500.00	\$ 500.00	\$ 1,000.00
7500 General & Administrative Expenses			
7501 Bank Charges & Fees	25.00	25.00	50.00
7502 Bank Charges/Merchant Fees	1,800.00	1,800.00	3,600.00
7505 Cleaning Supplies	450.00	450.00	900.00
7506 Computer/Software Costs	600.00	600.00	1,200.00
7507 Copier	400.00	400.00	800.00
7508 Dues & subscriptions	50.00	50.00	100.00
7509 Insurance	1,000.00	1,000.00	2,000.00
7510 Legal & Accounting Services			0.00
7511 Lighting & Sound	250.00	250.00	500.00
7512 Meals & Entertainment			0.00
7513 Office Supplies & Software			0.00
7514 Office/General Administrative Expenses			0.00
7516 Phone/Internet	500.00	500.00	1,000.00
7517 Postage			0.00
7521 Registration & Fees			0.00
7530 VCA Fees - Cash	75.00	75.00	150.00
7531 VCA Fees - Trade	75.00	75.00	150.00
7598 Uncategorized Expense			0.00
Total 7500 General & Administrative Expenses	\$ 5,225.00	\$ 5,225.00	\$ 10,450.00
Total Expenses	\$ 39,714.84	\$ 39,714.84	79,429.68
Net Operating Income	\$ 9,710.16	-\$ 5,664.84	4,045.32
Other Income			
8801 Interest Income			0.00
Total Other Income	\$ 0.00	\$ 0.00	0.00
Other Expenses			
9801 Depreciation	6,000.00	6,000.00	12,000.00
9802 Interest - ACF Loan	0.00	0.00	0.00
9803 Interest - Credit Card	950.00	950.00	1,900.00
9804 Interest -Short Term Loans	0.00	0.00	0.00
9804 Flood Damage			0.00
9804 Utility Credit			0.00
9805 Late Fees			0.00
Total Other Expenses	\$6,950.00	\$6,950.00	\$13,900.00
Net Other Income	(\$6,950.00)	(\$6,950.00)	-13,900.00

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Net Income	\$2,760.16	(\$12,614.84)	-9,854.68
Adjustment To Reconcile Net Income To Cash Flow			
Prepaid Interest			0.00
Due From MTI			0.00
Depreciation	6,000.00	6,000.00	12,000.00
Accounts Payable	(1,000.00)	(500.00)	-1,500.00
Credit Cards	(500.00)	(500.00)	-1,000.00
Net Cash Adjustment From Operating Activities	4,500.00	5,000.00	9,500.00
Net Cash Adjustments For Capital Expenditures			0.00
Adjustments For Financing Activities			
Note Payable ACF	0.00	0.00	0.00
Note Payable - Laurie Cullity			0.00
Note Payable - Hitzme	0.00	0.00	0.00
Deferred Rent	(500.00)	(500.00)	(1,000.00)
Net Cash Adjustments For Financing Activities	(500.00)	(500.00)	(1,000.00)
Net Cash Flow	6,760.16	(8,114.84)	(1,354.68)
Beginning Cash Balance	12,214.34	18,974.50	
Ending Cash Balance	18,974.50	10,859.66	