

Desert Stages Inc

PROFIT AND LOSS BY MONTH

January - October, 2019

	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	TOTAL
Income											
5001 Show Revenues	43,469.40	33,754.20	29,829.60	49,050.20	29,808.30	26,609.80	35,945.57	39,730.55	49,933.90	24,090.80	\$362,222.32
5002A Summer Camp Revenue 2019		1,085.00	14,950.00	22,890.00	29,375.00	37,024.00	15,567.00	800.00			\$121,691.00
5003 Academy Revenue	5,484.00	8,090.00	4,600.00	50.00	1,775.00		4,925.00	2,665.00	1,470.00	3,255.00	\$32,314.00
5004 Store Revenue	353.00	90.00	178.00			80.00	40.00		86.00		\$827.00
5005 Snack Revenue	1,404.95	2,559.98	2,166.33	1,496.18	1,838.36	1,988.60	1,350.96	1,273.60	1,898.27	747.30	\$16,724.53
5006 Advertising Revenue					150.00			2,800.00	500.00	500.00	\$3,950.00
5052 Venue Rental					370.00					425.00	\$795.00
5100 Fundraising Events											\$0.00
5103A Bowl-A-Than 2019								722.29		2,327.56	\$3,049.85
5104 Brockfest					609.00	660.00				525.00	\$1,794.00
5107 Gala Revenue 2019		7,675.00	9,935.00	27,544.56							\$45,154.56
Total 5100 Fundraising Events		7,675.00	9,935.00	27,544.56	609.00	660.00		722.29		2,852.56	\$49,998.41
5108 Movie Revenue - Redleaf								650.00			\$650.00
5200 Donation Revenue											\$0.00
5201A Reboot 2019										31,435.00	\$31,435.00
5202 General Donations	10,970.52	1,107.57	5,001.07	177.68	6,261.80	1,644.67	3,466.52	5,634.24	7,977.36	4,844.37	\$47,085.80
5203 Freinds/Membership Revenues	200.00	200.00	1,100.00	400.00	300.00	600.00	1,000.00	1,200.00	1,600.00	200.00	\$6,800.00
5209 Raffle Ticket Revenue		256.00	299.00						234.83	308.50	\$1,098.33
5210 Directors Circle					577.52	527.32	515.54	426.19	683.69	658.02	\$3,388.28
5211 Donation Revenue Show Your Stuff										320.00	\$320.00
Total 5200 Donation Revenue	11,170.52	1,563.57	6,400.07	577.68	7,139.32	2,771.99	4,982.06	7,260.43	10,495.88	37,765.89	\$90,127.41
5500 Value Card Alliance Income								40.00		1,875.00	\$1,915.00
5510 Online Service Fees	488.50	650.00	2,280.50	2,400.30	2,611.00	1,927.31	1,290.45	1,371.81	2,447.00	1,765.92	\$17,232.79
5700 Uncategorized Income						44.00	873.56			16.77	\$934.33
Total Income	\$62,370.37	\$55,467.75	\$70,339.50	\$104,008.92	\$73,675.98	\$71,105.70	\$64,974.60	\$57,313.68	\$66,831.05	\$73,294.24	\$699,381.79
Cost of Goods Sold											
6000 Show Costs											\$0.00
6001 Royalty, Music License & Scripts	1,500.00	-5,785.61	16,134.96	19,503.80	5,177.00	5,530.00	4,131.14	4,628.50	4,455.00	1,500.00	\$56,774.79
6002 Director & Assistant Director	2,750.00	600.00	1,000.00	2,000.00	1,850.00	4,000.00		1,700.00	2,000.00	2,750.00	\$18,650.00
6004 Music Director	1,600.00	2,500.00		750.00	2,590.00			1,300.00		850.00	\$9,590.00
6005 Choreographer		300.00	400.00	600.00	1,250.00	750.00	900.00	400.00	600.00	1,550.00	\$6,750.00
6006 Props & Costumes	4,282.66	436.84	1,101.85	2,625.72	2,757.81	1,876.99	414.13	1,965.46	1,043.44	1,267.77	\$17,772.67

	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	TOTAL
6006A Prop Coordinator	1,425.00	475.00	250.00	500.00	250.00	250.00		750.00	250.00	750.00	\$4,900.00
6006B Production Coordinator			225.00	450.00	450.00	450.00		675.00	225.00	675.00	\$3,150.00
6007 Lighting Design	825.00		300.00	925.00	700.00	250.00	125.00	450.00	325.00	775.00	\$4,675.00
6008 Sound Design	775.00	150.00	250.00	550.00	600.00	250.00	125.00	575.00		125.00	\$3,400.00
6009 Set Design & Build	1,200.00	700.00	700.00	1,400.00	560.00	1,400.00		1,900.00	119.48	2,100.00	\$10,079.48
6010 Tech Crew (Stage,Light,Sound)	725.00	3,246.00	2,389.00	979.73	1,660.00	2,576.00	1,185.00	1,980.00	3,040.00	800.00	\$18,580.73
6012 Accompanist	40.00							100.00	50.00	75.00	\$265.00
6013 Programs	1,200.00	1,492.45	400.00	1,199.98	943.89	1,537.78		1,441.80	627.11	1,432.45	\$10,275.46
6014 Pictures	441.95	325.00	437.80	196.20	525.00	236.20	125.00		325.00	898.48	\$3,510.63
6015 Posters	50.00	149.05	7.03		8.10	8.18				525.35	\$747.71
6016 Promo & Promo Product		9.01		2,800.00	32.41	953.58	26.37	550.00			\$4,371.37
6017 Set & Tech Supplies	999.98	365.49	261.81	338.38	425.87	266.88	368.59	1,313.49	119.47	866.10	\$5,326.06
6018 T Shirts	747.75	305.50	798.00		702.00	551.75	94.50	463.33	415.69		\$4,078.52
Total 6000 Show Costs	18,562.34	5,268.73	24,655.45	34,818.81	20,482.08	20,887.36	7,494.73	20,192.58	13,595.19	16,940.15	\$182,897.42
6101 Summer Camp Expenses					749.36	7,068.76	11,881.31	234.44	904.04		\$20,837.91
6102 Academy Expenses	745.00	160.00	1,241.74		719.66		176.00		536.00	250.00	\$3,828.40
6103 Snack Expense	818.86	817.43	793.35	526.83	1,159.86	1,298.47	845.55	759.14	536.01	250.78	\$7,806.28
6104 Awards	23.75		100.00	90.22	10.00			100.00			\$323.97
6105 Fundraising Expense	50.00					1,195.00					\$1,245.00
6109 Gala 2019 Expenses	1,500.00	54.05	6,391.92	450.00	26.42						\$8,422.39
Total Cost of Goods Sold	\$21,699.95	\$6,300.21	\$33,182.46	\$35,885.86	\$23,147.38	\$30,449.59	\$20,397.59	\$21,286.16	\$15,571.24	\$17,440.93	\$225,361.37
GROSS PROFIT	\$40,670.42	\$49,167.54	\$37,157.04	\$68,123.06	\$50,528.60	\$40,656.11	\$44,577.01	\$36,027.52	\$51,259.81	\$55,853.31	\$474,020.42
Expenses											
7000 Labor Costs											\$0.00
7001 Payroll Expenses	14,799.92	14,951.96	14,833.92	14,572.67	14,938.92	13,009.41	8,645.59	12,355.44	12,873.88	12,404.88	\$133,386.59
7002 Payroll Processing Fees	660.61	251.91	248.20	336.58	284.17	427.03	342.34	259.77	191.92	523.69	\$3,526.22
7003 Payroll Taxes	1,303.61	1,207.35	1,151.00	1,129.02	1,157.39	1,483.38	1,337.44	720.77	991.15	952.30	\$11,433.41
7004 Benefits - Employee	103.26	101.92	104.84	104.84	104.84	104.84	104.84	104.84	104.84	104.84	\$1,043.90
7005 Employee Welfare		97.05		21.56	30.97						\$149.58
7007 Contract Labor	5,099.46	5,023.81	4,797.65	5,013.66	4,609.66	3,251.83	4,907.48	3,179.64	4,181.65	3,671.66	\$43,736.50
7008 Sales Commissoon			285.00					330.00		100.00	\$715.00
Total 7000 Labor Costs	21,966.86	21,634.00	21,420.61	21,178.33	21,125.95	18,276.49	15,337.69	16,950.46	18,343.44	17,757.37	\$193,991.20
7200 Occupancy Costs											\$0.00
7201 Rent & Lease	10,926.43	10,926.43	10,437.13	10,815.52	11,193.91	10,815.52	10,437.13	11,195.35	11,195.35	10,815.52	\$108,758.29
7202 Utilities	2,072.63	2,072.63	2,087.39	2,074.66	2,074.66	2,500.00	2,074.66	2,074.65	2,074.65	2,074.66	\$21,180.59
7204 Repairs & Maintenance	496.39	349.63	251.92	49.00	391.72	139.82	412.50	1,100.54	209.74		\$3,401.26
7205 Waste Removal			769.89	261.63	251.63	543.92	269.44	269.46	1.00	537.92	\$2,904.89
7206 Cleaning	485.00	440.00	440.00	440.00	440.00	880.00	880.00	440.00	835.00	440.00	\$5,720.00
7207 VCA - Repair & Maintenance				700.00		885.00	200.00	250.00			\$2,035.00
Total 7200 Occupancy Costs	13,980.45	13,788.69	13,986.33	14,340.81	14,351.92	15,764.26	14,273.73	15,330.00	14,315.74	13,868.10	\$144,000.03
7300 Advertising/Promotional											\$0.00
7301 Advertising & Marketing	302.56	917.44	217.65	832.72	518.18	100.88	580.48	977.51	500.79	883.94	\$5,832.15

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7304 VCA - Advertising & Marketing		400.60			562.93		462.50	989.51	683.63		\$3,099.17
Total 7300 Advertising/Promotional	302.56	1,318.04	217.65	832.72	1,081.11	100.88	1,042.98	1,967.02	1,184.42	883.94	\$8,931.32
7500 General & Administrative Expenses											\$0.00
7501 Bank Charges & Fees	226.00	25.50	25.00	20.00	28.39	25.50	47.52	64.00	759.00	304.24	\$1,525.15
7502 Bank Charges/Merchant Fees	1,607.85	1,637.49	1,416.22	2,056.48	1,911.97	1,977.01	2,088.82	1,662.48	1,489.73	1,584.28	\$17,432.33
7505 Cleaning Supplies	253.75	253.75	418.71	204.00	121.00	452.00	452.00	10.59		284.00	\$2,449.80
7506 Computer/Software Costs	511.58	1,127.66	250.32	664.73	1,295.14	338.14	1,078.72	1,313.83	675.04	385.78	\$7,640.94
7507 Copier	318.45	340.61	796.32	484.33	188.73	798.22	98.22	466.66	781.59	356.53	\$4,629.66
7508 Dues & subscriptions		165.00	89.94	560.00	100.00	190.32		103.00	350.00	98.94	\$1,657.20
7509 Insurance	758.66	62.50	2,993.82	2,029.63	511.87	-291.00	1,876.12	1,325.60	886.52	1,020.34	\$11,174.06
7510 Legal & Accounting Services							2,875.00				\$2,875.00
7511 Lighting & Sound	1,745.05	256.00	880.03		1,685.60	150.71	374.60	295.99			\$5,387.98
7513 Office Supplies & Software	436.06	200.00	333.42		203.17						\$1,172.65
7514 Office/General Administrative Expenses				120.00		277.02		22.99	238.61	38.87	\$697.49
7516 Phone/Internet	1,023.38	249.90	865.76	1,156.68	261.53	900.36	560.92	261.75	820.53	526.19	\$6,627.00
7517 Postage										139.90	\$139.90
7530 VCA Fees - Cash	410.12	22.00	239.93	161.18	70.20	219.96	76.24	133.94	23.18	19.00	\$1,375.75
7531 VCA Fees - Trade	45.46	75.02	79.04	91.45	77.50	81.42	79.33	102.00	110.41	144.82	\$886.45
7598 Uncategorized Expense							0.00	0.00			\$0.00
Total 7500 General & Administrative Expenses	7,336.36	4,415.43	8,388.51	7,548.48	6,455.10	5,119.66	9,607.49	5,762.83	6,134.61	4,902.89	\$65,671.36
7595 Void Old 2018 Checks						-3,481.43					\$ -3,481.43
Total Expenses	\$43,586.23	\$41,156.16	\$44,013.10	\$43,900.34	\$43,014.08	\$35,779.86	\$40,261.89	\$40,010.31	\$39,978.21	\$37,412.30	\$409,112.48
NET OPERATING INCOME	\$ -2,915.81	\$8,011.38	\$ -6,856.06	\$24,222.72	\$7,514.52	\$4,876.25	\$4,315.12	\$ -3,982.79	\$11,281.60	\$18,441.01	\$64,907.94
Other Income											
8801 Interest Income	0.04	0.05	0.05	0.05	0.06	0.05	0.03			0.06	\$0.39
Total Other Income	\$0.04	\$0.05	\$0.05	\$0.05	\$0.06	\$0.05	\$0.03	\$0.00	\$0.00	\$0.06	\$0.39
Other Expenses											
9801 Depreciation	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	\$60,000.00
9802 Interest - ACF Loan	1,196.43	1,179.92	1,163.35	1,146.72	1,130.04	1,113.31	1,096.51	1,079.67			\$9,105.95
9803 Interest - Credit Card	1,014.16	1,027.15	919.34	994.87	1,004.35	980.81	1,011.02	1,004.73	1,007.30	1,134.41	\$10,098.14
9804 Interest -Short Term Loans	375.00	375.00	375.00	251.25	240.02	228.62	217.05	205.30	193.38		\$2,460.62
9805 Late Fees		100.82		24.25							\$125.07
Total Other Expenses	\$8,585.59	\$8,682.89	\$8,457.69	\$8,417.09	\$8,374.41	\$8,322.74	\$8,324.58	\$8,289.70	\$7,200.68	\$7,134.41	\$81,789.78
NET OTHER INCOME	\$ -8,585.55	\$ -8,682.84	\$ -8,457.64	\$ -8,417.04	\$ -8,374.35	\$ -8,322.69	\$ -8,324.55	\$ -8,289.70	\$ -7,200.68	\$ -7,134.35	\$ -81,789.39

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NET INCOME	\$ -11,501.36	\$ -671.46	\$ -15,313.70	\$15,805.68	\$ -859.83	\$ -3,446.44	\$ -4,009.43	\$ -12,272.49	\$4,080.92	\$11,306.66	\$ -16,881.45