Desert Stages, Inc.

Profit and Loss Comparison

January-December, 2025

	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025	Total
Income													
5001 Show Revenues	34,861.64	28,687.08	3,808.16							2,200.00	9,850.00	9,131.00	$88,537.88
5001A Production Fees										4,190.00	1,963.50	1,248.50	7,402.00
5001Y Less Show Refund Given (A/C)			-64.82										-64.82
Show Fundraisers											230.00	378.00	608.00
Total for 5001 Show Revenues	**34,861.64**	**28,687.08**	**3,743.34**							**6,390.00**	**12,043.50**	**10,757.50**	**$96,483.06**
5002 Summer Camp Revenue													
5002F Summer Camp Revenue 2025			37,317.09	19,578.88	30,792.08	19,922.29	11,509.80						119,120.14
Total for 5002 Summer Camp Revenue			**37,317.09**	**19,578.88**	**30,792.08**	**19,922.29**	**11,509.80**						**$119,120.14**
5003 DST Academy Revenue	20.00												20.00
5004 Store Revenue												200.00	200.00
5005 Snack Revenue	1,240.42	737.00	615.85										2,593.27
5052 Venue Rental	290.00	-284.00	45.00									-350.00	-299.00
5100 Fundraising Events	48.00	1,829.58								822.62	1,458.46		$4,158.66
5125 Raffles											100.00		100.00
5130 Pack The House 2025			521.00										521.00
5131 $30 for 30			154.60	378.65	30.92								564.17
5132 Gala Revenue 2025			6,983.33	38,087.36									45,070.69
Total for 5100 Fundraising Events	**48.00**	**1,829.58**	**7,658.93**	**38,466.01**	**30.92**					**822.62**	**1,558.46**		**$50,414.52**
5200 Donation Revenue													

Desert Stages, Inc.

Profit and Loss Comparison

January-December, 2025

	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025	Total
5202 General Donations	2,776.32	329.35	2,252.33	579.96	415.65	120.00	3,380.00	120.00	212.36	211.50	1,432.00	2,047.55	13,877.02

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January-December, 2025

	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025	Total
5210 Directors Circle / DSTP	1,865.03		102.56	102.56	102.56	102.56	102.56	102.56	102.56	205.12	102.56		2,890.63
5299 Matching Gifts	2,319.04	685.12		552.56	210.00		562.56			265.12	862.57	676.43	6,133.40
Corporate Gifts				60.00							119.20		179.20
Total for 5200 Donation Revenue	**6,960.39**	**1,014.47**	**2,354.89**	**1,295.08**	**728.21**	**222.56**	**4,045.12**	**222.56**	**314.92**	**681.74**	**2,516.33**	**2,723.98**	**$23,080.25**
5300 Grant Revenue													
5304 AZ Commission on the Arts			9,700.00										9,700.00
Total for 5300 Grant Revenue			**9,700.00**										**$9,700.00**
5510 Online Service Fees	4.50												4.50
Authorize Refunds	-300.00												-300.00
Total for Income	**43,124.95**	**31,984.13**	**61,435.10**	**59,339.97**	**31,551.21**	**20,144.85**	**15,554.92**	**222.56**	**314.92**	**7,894.36**	**16,118.29**	**13,331.48**	**$301,016.74**
Cost of Goods Sold													
6000 Show Costs										955.59	125.97	1,126.88	$2,208.44
6001 Royalty, Music License & Scripts	9,015.33	3,864.38		-5,165.54						6,723.00		11,115.73	25,552.90
6002 Director & Assistant Director	2,200.00	1,200.00									2,400.00	1,200.00	7,000.00
6003 Tech Director												2,000.00	2,000.00
6004 Music Director	1,100.00										1,350.00	1,000.00	3,450.00
6005 Choreographer	1,000.00	1,000.00										1,000.00	3,000.00
6006 Props & Costumes	936.73		290.00								308.00	443.39	$1,978.12
6006D Dry Cleaning	42.50												42.50
6006E Props & Costumes Reimbursement	276.85	706.76	40.34										1,023.95
Total for 6006 Props & Costumes	**1,256.08**	**706.76**	**330.34**								**308.00**	**443.39**	**$3,044.57**

Desert Stages, Inc.

Profit and Loss Comparison

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	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025	Total
6006A Prop Coordinator	600.00	350.00										500.00	1,450.00
6006B Production Coordinator		350.00									3,000.00		3,350.00
6006C Costume Designer	1,100.00	400.00	400.00								1,152.00	1,192.00	4,244.00
6007 Lighting Design	700.00	700.00											1,400.00
6008 Sound Design	350.00	350.00											700.00
6009 Set Design & Build											764.59	1,059.08	1,823.67
6010 Tech Crew (Stage,Light,Sound)	4,747.18	958.98	600.00								500.00	675.00	7,481.16
6014 Photographer	125.00												125.00
6016 Promo & Promo Product	320.40										304.08		624.48
6017 Set & Tech Supplies	234.56	145.82	273.01								82.18	212.10	947.67
6018 T Shirts	358.85												358.85
6019 Rehearsal Space Rental	350.00									3,450.00	2,150.00	3,500.00	9,450.00
6022 DVD Production Costs			2,750.00										2,750.00
Total for 6000 Show Costs	**23,457.40**	**10,025.94**	**4,353.35**	**-5,165.54**						**11,128.59**	**12,136.82**	**25,024.18**	**$80,960.74**
6101 Summer Camp Expenses	175.00		4,040.00										$4,215.00
Summer Camp Expenses 2025						11,482.10	18,831.34	1,586.66			12,770.00		44,670.10
Total for 6101 Summer Camp Expenses	**175.00**		**4,040.00**			**11,482.10**	**18,831.34**	**1,586.66**			**12,770.00**		**$48,885.10**

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Profit and Loss Comparison

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	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025	Total
6102 DST Academy Expenses	1,100.00												1,100.00
6103 Snack Expense	168.27	88.64	141.33										398.24
6105 Fundraising Expense	3,112.08	250.00		17.47	2.16		10.67				1,116.00	11.41	4,519.79
Gala Expenses 2025				2,204.41									2,204.41
Total for Cost of Goods Sold	**28,012.75**	**10,364.58**	**8,534.68**	**-2,943.66**	**2.16**	**11,482.10**	**18,842.01**	**1,586.66**		**11,128.59**	**26,022.82**	**25,035.59**	**$138,068.28**
Gross Profit	**15,112.20**	**21,619.55**	**52,900.42**	**62,283.63**	**31,549.05**	**8,662.75**	**-3,287.09**	**-1,364.10**	**314.92**	**-3,234.23**	**-9,904.53**	**-11,704.11**	**$162,948.46**
Expenses													
7000 Labor Costs													
7001 Payroll Expenses	17,795.85	17,928.15	10,639.48	4,166.66	4,169.66	4,194.66	4,274.66	4,299.66	4,296.66	4,296.66	4,299.66	4,299.66	84,661.42
7002 Payroll Processing Fees	475.00	500.00	300.00	100.00	100.00	75.00	25.00						1,575.00
7003 Payroll Taxes	1,325.09	1,335.12	810.38	321.75	318.74	318.76	318.75	318.74	321.76	321.75	318.74	318.76	6,348.34
7004 Benefits - Employee	1,030.00	1,027.00	27.00										2,084.00
7009 Workers Comp Insurance	474.00	474.00	494.00	494.00	257.00	257.00		535.00		171.00	242.00	2,794.00	6,192.00
Total for 7000 Labor Costs	**21,099.94**	**21,264.27**	**12,270.86**	**5,082.41**	**4,845.40**	**4,845.42**	**4,618.41**	**5,153.40**	**4,618.42**	**4,789.41**	**4,860.40**	**7,412.42**	**$100,860.76**
7200 Occupancy Costs													
7201 Rent & Lease	7,807.81	7,807.81										-72,353.66	-56,738.04
7202 Utilities	3,244.50	3,244.50											6,489.00
7205 Waste Removal	337.36	337.36											674.72
7206 Cleaning		250.00	1,100.00										1,350.00
Total for 7200 Occupancy Costs	**11,389.67**	**11,639.67**	**1,100.00**									**-72,353.66**	**-$48,224.32**

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January-December, 2025

	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025	Total
7300 Advertising/Promotional													
7301 Advertising & Marketing				566.33	266.08	298.66	400.00	841.65		190.93		21.99	2,585.64
Total for 7300 Advertising/Promotional				**566.33**	**266.08**	**298.66**	**400.00**	**841.65**		**190.93**		**21.99**	**$2,585.64**
7500 General & Administrative Expenses													
7501 Bank Charges & Fees	2,041.84	456.78	259.26	59.74	187.39	125.71	726.42	91.81	54.19	212.12	89.15	97.60	4,402.01
7502 Bank Charges/Merchant Fees			196.21	2,080.38	945.39	949.64	195.50	701.95	96.53	111.58	273.68	556.36	6,107.22
7505 Cleaning Supplies	331.60			424.71									756.31
7506 Computer/Software Costs	959.86	253.92	253.92	253.92	253.92	423.92			119.00			29.00	2,547.46
7507 Copier	290.59	290.59	615.60			1.56							1,198.34
7508 Dues & subscriptions	321.08	424.08	321.08	1,000.00	160.50	67.49		103.00	279.00	1,253.22	103.00		4,032.45
7509 Insurance	1,060.18	1,060.18			1,818.18	805.18	382.00	769.92		1,011.91	769.91	1,378.09	9,055.55
7510 Legal & Accounting Services	866.25	753.75	427.50										2,047.50
7513 Office Supplies & Software	60.81										29.00	200.00	289.81
7514 Office/General Administrative Expenses	260.32	182.94	41.75										485.01
7516 Phone/Internet	616.97	345.55	720.60	350.55	449.12	449.12	548.27	175.27	197.66	98.91		198.14	4,150.16

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	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025	Total
7519 Production Supplies		300.00											300.00
Total for 7500 General & Administrative Expenses	**6,809.50**	**4,067.79**	**2,835.92**	**4,169.30**	**3,814.50**	**2,822.62**	**1,852.19**	**1,841.95**	**746.38**	**2,687.74**	**1,264.74**	**2,459.19**	**$35,371.82**
7504 Service Fees											9.16	9.99	19.15
Total for Expenses	**39,299.11**	**36,971.73**	**16,206.78**	**9,818.04**	**8,925.98**	**7,966.70**	**6,870.60**	**7,837.00**	**5,364.80**	**7,668.08**	**6,134.30**	**-62,450.07**	**$90,613.05**
Net Operating Income	**-24,186.91**	**-15,352.18**	**36,693.64**	**52,465.59**	**22,623.07**	**696.05**	**-10,157.69**	**-9,201.10**	**-5,049.88**	**-10,902.31**	**-16,038.83**	**50,745.96**	**$72,335.41**
Other Income													
8801 Interest Income	0.01	0.01	0.02	0.18	0.55	0.53	0.56	0.55	0.53	0.55	0.60	0.64	4.73
8811 Other Miscellaneous Income	35.20												35.20
Corporate Donations							60.00	310.39	90.00				460.39
Forgiveness of Debt												246,029.14	246,029.14
Total for Other Income	**35.21**	**0.01**	**0.02**	**0.18**	**0.55**	**0.53**	**60.56**	**310.94**	**90.53**	**0.55**	**0.60**	**246,029.78**	**$246,529.46**
Other Expenses													
9801 Depreciation	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00								30,000.00
9802 Interest - ACF Loan	837.81												837.81
9803 Interest - Credit Cards and Other	3.00	3.00	3.00										9.00
9805 Interest - EIDL Loan 30 yrs 2.75%	2,014.00	641.00	641.00	641.00	641.00	641.00		641.00	641.00	641.00	641.00	641.00	8,424.00
Interest - iTrade Pay			27.35	27.76	28.18	28.60	29.03	29.47	29.91	30.36	30.81	31.27	292.74
Loss on Abandonment												284,654.22	284,654.22
Total for Other Expenses	**8,854.81**	**6,644.00**	**6,671.35**	**6,668.76**	**6,669.18**	**669.60**	**29.03**	**670.47**	**670.91**	**671.36**	**671.81**	**285,326.49**	**$324,217.77**
Net Other Income	**-8,819.60**	**-6,643.99**	**-6,671.33**	**-6,668.58**	**-6,668.63**	**-669.07**	**31.53**	**-359.53**	**-580.38**	**-670.81**	**-671.21**	**-39,296.71**	**-$77,688.31**
Net Income	**-33,006.51**	**-21,996.17**	**30,022.31**	**45,797.01**	**15,954.44**	**26.98**	**-10,126.16**	**-9,560.63**	**-5,630.26**	**-11,573.12**	**-16,710.04**	**11,449.25**	**-$5,352.90**