

North Pointe Ballet

Profit and Loss Comparison

January - December 2021

	TOTAL
Income	
Income - Box Office	61,902.31
Income - Donations	16,833.16
Income - Donations - Comm Engagement (R)	2,090.00
Income - Donations - SF/ACTD (R)	301.50
Total Income - Donations	19,224.66
Income - Fundraisers	6,643.89
Income - Grant Income	123,005.30
Income - Miscellaneous Revenue	81.00
Income - Program Fees	9,251.31
Income - Outreach Fees (deleted)	500.00
Income - Production & Audition Fees	12,149.19
Income - Tuition	3,551.86
Total Income - Program Fees	25,452.36
Income - Sales of Product Income	199.99
Income - Bouquet Sales	-31.93
Income - Concessions	863.70
Income - DVD Sales	400.00
Income - Merchandise	71.00
Total Income - Sales of Product Income	1,502.76
Income - Sponsorships and Ads	1,050.00
Income- Program Ads	470.00
Income-Sponsorship	7,971.90
Total Income - Sponsorships and Ads	9,491.90
Interest Income	1.83
Total Income	\$247,306.01
Cost of Goods Sold	
Cost of Goods Sold	
Concessions	84.03
Total Cost of Goods Sold	84.03
Total Cost of Goods Sold	\$84.03
GROSS PROFIT	\$247,221.98
Expenses	
Benefits	441.20
Appreciation/Bonuses/Gifts	615.00
Pointe Shoes	6,481.23
Total Benefits	7,537.43
Conference and Meeting Expenses	25.00
Travel and Meetings	156.94
Total Conference and Meeting Expenses	181.94

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Event Expenses	2,168.70
Fixed/Gen Ops	23.34
Books, Subscriptions, Reference	673.56
Dues and Fees	301.00
Training & Certification	2,250.00
Total Dues and Fees	2,551.00
Insurance	554.00
Internet, Phone	503.38
Office Supplies	360.67
Postage, Mailing Service	1,736.75
Printing	105.75
Storage Rental	4,644.36
Ticket and CC Processing Fee	1,452.94
Heartland	237.95
Total Ticket and CC Processing Fee	1,690.89
Website and Domain	457.33
Total Fixed/Gen Ops	13,301.03
Independent Contractors	
Administrative Team	772.50
Administrative Assistant	1,543.50
Development Director	5,000.00
Diversity and Education Manager	2,350.00
Education Coordinator	150.00
Marketing Manager	200.00
Operations Manager	4,640.00
Outreach Coordinator	2,400.00
Sensory-Friendly Initiative Coordinator	2,400.00
Total Administrative Team	19,456.00
Artistic Staff	4,655.00
Dancers and Guest Artists	27,775.00
Non-Dance Performers	200.00
Total Dancers and Guest Artists	27,975.00
Graphic Designer	1,193.20
Instructors	10,707.50
Production Team	3,727.50
Costume Manager	540.50
Total Production Team	4,268.00
Total Independent Contractors	68,254.70

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Marketing and Advertising	1,615.42
Print materials	3,013.79
Total Marketing and Advertising	4,629.21
Payroll Expenses	6,391.20
Production Materials	21.62
Costumes and Costume Rental	4,962.26
Production Materials Costumes	8,840.28
Total Costumes and Costume Rental	13,802.54
Equipment Rental and Purchase	3,821.02
Music and Licensing Fees	946.11
Sets and Props	82.62
Production Materials Set and Props	2,529.00
Total Sets and Props	2,611.62
Total Production Materials	21,202.91
Professional Services	1,400.00
Photography	750.00
Video production	3,660.00
Total Professional Services	5,810.00
Rent	6,637.50
Studio Rental	6,470.00
Theater Rental	8,550.00
Total Rent	21,657.50
Salaries	18,600.00
Total Expenses	\$169,734.62
NET OPERATING INCOME	\$77,487.36
NET INCOME	\$77,487.36