

North Pointe Ballet

Profit and Loss

January - December 2022

| | TOTAL |
|---|---------------------|
| Income | |
| Income - Box Office | 123,076.47 |
| Income - Donations | 20,872.59 |
| Income - Fundraisers | 16,628.00 |
| Income - Grant Income | 85,965.00 |
| Income - Miscellaneous Revenue | 215.00 |
| Income - Program Fees | 10,711.63 |
| Income - Production & Audition Fees | 18,336.51 |
| Income - Tuition | 7,299.20 |
| Total Income - Program Fees | 36,347.34 |
| Income - Sales of Product Income | |
| Income - Concessions | 1,500.00 |
| Income - DVD Sales | 697.50 |
| Income - Merchandise | 7,985.20 |
| Total Income - Sales of Product Income | 10,182.70 |
| Income - Sponsorships and Ads | 250.00 |
| Income- Program Ads | 750.00 |
| Income-Sponsorship | 11,500.00 |
| Total Income - Sponsorships and Ads | 12,500.00 |
| Interest Income | 2.17 |
| Total Income | \$305,789.27 |
| Cost of Goods Sold | |
| Cost of Goods Sold | 2,412.00 |
| Concessions | 162.37 |
| Merchandise | 134.47 |
| Total Cost of Goods Sold | 2,708.84 |
| Total Cost of Goods Sold | \$2,708.84 |
| GROSS PROFIT | \$303,080.43 |
| Expenses | |
| Benefits | |
| Appreciation/Bonuses/Gifts | 905.00 |
| Pointe Shoes | 5,560.00 |
| Total Benefits | 6,465.00 |
| Conference and Meeting Expenses | |
| Travel and Meetings | 10.00 |
| Total Conference and Meeting Expenses | 10.00 |
| Event Expenses | 494.51 |

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| Fixed/Gen Ops | 139.47 |
| Books, Subscriptions, Reference | 1,046.31 |
| Dues and Fees | 424.92 |
| Training & Certification | 21.00 |
| Total Dues and Fees | 445.92 |
| Insurance | 785.00 |
| Internet, Phone | 1,148.25 |
| Office Supplies | 589.26 |
| Postage, Mailing Service | 222.20 |
| Printing | 1,751.37 |
| Storage Rental | 4,583.71 |
| Ticket and CC Processing Fee | 2,784.93 |
| Website and Domain | 576.87 |
| Total Fixed/Gen Ops | 14,073.29 |
| Independent Contractors | |
| Administrative Team | 3,796.75 |
| Administrative Assistant | 1,243.75 |
| Development Director | 5,720.00 |
| Diversity and Education Manager | 160.50 |
| Education Coordinator | 753.75 |
| Operations Manager | 5,563.00 |
| Outreach Coordinator | 1,821.00 |
| Sensory-Friendly Initiative Coordinator | 2,860.00 |
| Total Administrative Team | 21,918.75 |
| Artistic Staff | 5,095.00 |
| Dancers and Guest Artists | 42,621.25 |
| Non-Dance Performers | 800.00 |
| Other (Special / B-day / Etc) | 201.88 |
| Total Dancers and Guest Artists | 43,623.13 |
| Graphic Designer | 1,854.00 |
| Instructors | 14,630.00 |
| Production Team | 7,347.50 |
| Costume Manager | 902.50 |
| Total Production Team | 8,250.00 |
| Total Independent Contractors | 95,370.88 |
| Marketing and Advertising | 4,612.41 |
| Digital/Radio Ads | 500.00 |
| Print materials | 8,175.26 |
| Yard Signs | 375.00 |
| Total Marketing and Advertising | 13,662.67 |

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|--|---------------------|
| Other Types of Expenses | 423.74 |
| Payroll Expenses | 6,341.50 |
| Production Materials | |
| Costumes and Costume Rental | -2,573.90 |
| Production Materials Costumes | 7,126.98 |
| Total Costumes and Costume Rental | 4,553.08 |
| Equipment Rental and Purchase | 11,842.00 |
| Music and Licensing Fees | 172.02 |
| Sets and Props | 14.99 |
| Production Materials Set and Props | 7,208.74 |
| Total Sets and Props | 7,223.73 |
| Total Production Materials | 23,790.83 |
| Professional Services | 14,800.00 |
| Accounting Fees | 750.00 |
| Photography | 795.00 |
| Video production | 3,600.00 |
| Total Professional Services | 19,945.00 |
| Reimbursement | 38.34 |
| Rent | 16,304.00 |
| Studio Rental | 12,000.00 |
| Theater Rental | 23,507.00 |
| Total Rent | 51,811.00 |
| Salaries | 18,600.00 |
| Uncategorized Expense | 0.00 |
| Total Expenses | \$251,026.76 |
| NET OPERATING INCOME | \$52,053.67 |
| NET INCOME | \$52,053.67 |