

Fiscal Year End 9/30/2018

Net income by Profit Center with forecast

With overhead, marketing and grant allocations

|                                  |  | FYTD<br>3/31/18<br>Actual |  | FYTD<br>3/31/18<br>Budget |  | FYTD<br>3/31/18<br>Variance |  | FYE<br>9/30/18<br>Projection |  | FYE<br>9/30/18<br>Budget |  | FYE<br>Projected<br>Variance |
|----------------------------------|--|---------------------------|--|---------------------------|--|-----------------------------|--|------------------------------|--|--------------------------|--|------------------------------|
| Theatre Revenue                  |  | \$ 685,560                |  | \$ 647,450                |  |                             |  | \$ 865,000                   |  | \$ 950,250               |  |                              |
| Theatre Expense                  |  | \$ (935,688)              |  | \$ (1,022,014)            |  |                             |  | \$ (1,275,000)               |  | \$ (1,473,030)           |  |                              |
| Box Office Expense               |  | \$ (69,081)               |  | \$ (64,680)               |  |                             |  | \$ (130,000)                 |  | \$ (131,151)             |  |                              |
| <b>Net Income</b>                |  | <b>\$ (319,210)</b>       |  | <b>\$ (439,244)</b>       |  | <b>73%</b>                  |  | <b>\$ (540,000)</b>          |  | <b>\$ (653,931)</b>      |  | <b>83%</b>                   |
| Total Allocations (a.)           |  | \$ 28,650                 |  | \$ 72,967                 |  |                             |  | \$ 333,367                   |  | \$ 421,802               |  |                              |
| <b>Net after Allocations</b>     |  | <b>\$ (290,560)</b>       |  | <b>\$ (366,277)</b>       |  | <b>79%</b>                  |  | <b>\$ (206,633)</b>          |  | <b>\$ (232,128)</b>      |  | <b>89%</b>                   |
|                                  |  |                           |  |                           |  |                             |  |                              |  |                          |  |                              |
| Museum Revenue                   |  | \$ 82,292                 |  | \$ 117,700                |  |                             |  | \$ 116,000                   |  | \$ 180,500               |  |                              |
| Museum Expense                   |  | \$ (166,839)              |  | \$ (114,178)              |  |                             |  | \$ (275,000)                 |  | \$ (232,056)             |  |                              |
| <b>Net Income</b>                |  | <b>\$ (84,547)</b>        |  | <b>\$ 3,522</b>           |  | <b>2401%</b>                |  | <b>\$ (159,000)</b>          |  | <b>\$ (51,556)</b>       |  | <b>-308%</b>                 |
| Total Allocations (b.)           |  | \$ (42,486)               |  | \$ (18,439)               |  |                             |  | \$ (53,586)                  |  | \$ 77                    |  |                              |
| <b>Net after Allocations</b>     |  | <b>\$ (127,033)</b>       |  | <b>\$ (14,917)</b>        |  | <b>-852%</b>                |  | <b>\$ (212,586)</b>          |  | <b>\$ (51,479)</b>       |  | <b>-413%</b>                 |
|                                  |  |                           |  |                           |  |                             |  |                              |  |                          |  |                              |
| Creative Arts School Revenue     |  | \$ 203,991                |  | \$ 244,378                |  |                             |  | \$ 310,000                   |  | \$ 343,250               |  |                              |
| Creative Arts School Expense     |  | \$ (175,017)              |  | \$ (162,656)              |  |                             |  | \$ (280,000)                 |  | \$ (308,085)             |  |                              |
| <b>Net Income</b>                |  | <b>\$ 28,974</b>          |  | <b>\$ 81,722</b>          |  | <b>-35%</b>                 |  | <b>\$ 30,000</b>             |  | <b>\$ 35,165</b>         |  | <b>-85%</b>                  |
| Total Allocations (c.)           |  | \$ (40,097)               |  | \$ (22,740)               |  |                             |  | \$ (57,324)                  |  | \$ (20,475)              |  |                              |
| <b>Net after Allocations</b>     |  | <b>\$ (11,123)</b>        |  | <b>\$ 58,982</b>          |  | <b>19%</b>                  |  | <b>\$ (27,324)</b>           |  | <b>\$ 14,690</b>         |  | <b>186%</b>                  |
|                                  |  |                           |  |                           |  |                             |  |                              |  |                          |  |                              |
| Center Services Revenue          |  | \$ 246,822                |  | \$ 193,720                |  |                             |  | \$ 375,000                   |  | \$ 353,500               |  |                              |
| Center Services Expenses         |  | \$ (131,696)              |  | \$ (123,790)              |  |                             |  | \$ (230,000)                 |  | \$ (232,759)             |  |                              |
| <b>Net Income</b>                |  | <b>\$ 115,127</b>         |  | <b>\$ 69,930</b>          |  | <b>165%</b>                 |  | <b>\$ 145,000</b>            |  | <b>\$ 120,741</b>        |  | <b>120%</b>                  |
| Total Allocations (d.)           |  | \$ (8,037)                |  | \$ 22,346                 |  |                             |  | \$ 79,472                    |  | \$ 148,177               |  |                              |
| <b>Net after Allocations</b>     |  | <b>\$ 107,089</b>         |  | <b>\$ 92,276</b>          |  | <b>116%</b>                 |  | <b>\$ 224,472</b>            |  | <b>\$ 268,918</b>        |  | <b>-83%</b>                  |
|                                  |  |                           |  |                           |  |                             |  |                              |  |                          |  |                              |
| <b>Total Profit Center Net</b>   |  | <b>\$ (321,627)</b>       |  | <b>\$ (229,936)</b>       |  | <b>140%</b>                 |  | <b>\$ (222,070)</b>          |  | <b>\$ -</b>              |  | <b>N/A</b>                   |
|                                  |  |                           |  |                           |  |                             |  |                              |  |                          |  |                              |
| <i>Work Out Plan' Reductions</i> |  | <b>\$ -</b>               |  | <b>\$ -</b>               |  | <b>N/A</b>                  |  | <b>\$ 159,000</b>            |  | <b>\$ -</b>              |  | <b>N/A</b>                   |
|                                  |  |                           |  |                           |  |                             |  |                              |  |                          |  |                              |
| <b>Net Operational Income</b>    |  | <b>\$ (321,627)</b>       |  | <b>\$ (229,936)</b>       |  | <b>127%</b>                 |  | <b>\$ (63,070)</b>           |  | <b>\$ -</b>              |  | <b>N/A</b>                   |