

Projected Income	2016 Revised	2015 Actual	Change: Increase/(Decrease)
Total	\$286,950.00	\$219,378.00	\$91,572.00
Individual Donations	\$24,000.00	\$24,000.00	\$0.00
Scholarships	\$6,000.00	\$2,000.00	\$4,000.00
Once Around the Block Kids	\$62,000.00	\$62,064.00	(\$64.00)
Luncheon	\$50,000.00	\$34,000.00	\$16,000.00
Tuition	\$22,000.00	\$16,500.00	\$5,500.00
Churches	\$17,250.00	\$8,750.00	\$8,500.00
Foundations	\$45,000.00	\$40,216.00	\$4,784.00
Businesses	\$20,000.00	\$1,803.00	\$18,197.00
Student Fundraiser	\$3,000.00	\$2,000.00	\$1,000.00
Year End Campaign	\$15,000.00	\$11,100.00	\$3,900.00
Fall Campaign	\$10,000.00	\$7,550.00	\$2,450.00
Big Payback	\$6,000.00	\$3,000.00	\$3,000.00
Ticket Sales	\$5,000.00	\$4,695.00	\$305.00
Offering	\$1,700.00	\$1,700.00	\$0.00

Operating Expenses	2016 Planned	2015 Actual	Change: Increase/(Decrease)
Total Operating Expenses	\$91,279.00	\$78,974.00	\$12,305.00
Executive Director Salary	\$23,527.00	\$22,844.00	\$683.00
Executive Director Benefits	\$3,132.00	\$600.00	\$2,532.00
Administrative Assistant Salary	\$5,000.00	\$4,965.00	\$35.00
Communications Director Salary	\$15,600.00	\$7,000.00	\$8,600.00
Grant Writing	\$3,500.00	\$2,700.00	\$800.00
Taxes	\$23,500.00	\$23,470.00	\$30.00
Marketing Materials	\$2,000.00	\$1,850.00	\$150.00
Insurance	\$550.00	\$550.00	\$0.00
Office Supplies	\$1,600.00	\$1,517.00	\$83.00
Telephone/Internet	\$1,920.00	\$1,860.00	\$60.00
Volunteer/Staff Food	\$550.00	\$652.00	-\$102.00
Legal and Professional Fees	\$3,000.00	\$2,934.00	\$66.00
Postage	\$500.00	\$1,832.00	-\$1,332.00
Miscellaneous	\$200.00	\$0.00	\$200.00
Volunteer Appreciation	\$450.00	\$450.00	\$0.00
Utilities Reimbursement	\$4,500.00	\$4,000.00	\$500.00
Dues/Membership	\$1,750.00	\$1,750.00	\$0.00
Program Expenses	2016 Planned	2015 Actual	Change: Increase/(Decrease)
Total Program Expenses	\$89,327.00	\$84,759.00	\$4,568.00
Teacher/Principal Salary	\$23,527.00	\$22,844.00	\$683.00

Teacher Salaries	\$39,700.00	\$39,700.00	\$0.00
Staff Development	\$2,350.00	\$1,050.00	\$1,300.00
Dance Wear	\$4,600.00	\$4,607.00	-\$7.00
Costumes	\$1,600.00	\$1,600.00	\$0.00
Recital	\$500.00	\$382.00	\$118.00
Spring Ballet	\$5,500.00	\$5,568.00	-\$68.00
Office Supplies	\$1,600.00	\$1,517.00	\$83.00
Education Supplies	\$500.00	\$582.00	-\$82.00
Contractors	\$600.00	\$910.00	-\$310.00
ABT Exams	\$3,000.00	\$0.00	\$3,000.00
Student Food	\$1,600.00	\$1,898.00	-\$298.00
School Assistant Salary	\$3,100.00	\$3,066.00	\$34.00
Staff Appreciation	\$200.00	\$85.00	\$115.00
Student Incentives	\$350.00	\$350.00	\$0.00
Program Supplies	\$600.00	\$600.00	\$0.00
Concessions		\$0.00	
Fundraising Expenses	2016 Planned	2015 Actual	Change: Increase/(Decrease)
Total Fundraising Expenses	\$58,223.00	\$53,842.00	\$4,381.00
OATBK	\$49,128.00	\$48,842.00	\$286.00
<i>Rent</i>	<i>\$1,000.00</i>	<i>\$1,000.00</i>	<i>\$0.00</i>
<i>Consignor Payments</i>	<i>\$47,000.00</i>	<i>\$46,714.00</i>	<i>\$286.00</i>
<i>Appreciation gift to Jenifer</i>	<i>\$500.00</i>	<i>\$500.00</i>	<i>\$0.00</i>
<i>Sale Expenses</i>	<i>\$628.00</i>	<i>\$628.00</i>	<i>\$0.00</i>
Luncheon	\$6,400.00	\$4,100.00	\$2,300.00
Fall Campaign	\$800.00	\$300.00	\$500.00
Recital Campaign	\$800.00	\$300.00	\$500.00
Year End Campaign	\$800.00	\$300.00	\$500.00
Dance Marathon	\$295.00	\$0.00	\$295.00
Big Payback	\$300.00	\$0.00	\$300.00

Total Expenses	2016 Planned	2015 Actual	Change: Increase/(Decrease)
Total	\$238,829.00	\$217,575.00	\$21,254.00
*Additional income			

Net: Income Less Expenses	2016 Planned	2015 Actual
Total	\$48,121.00	\$1,803.00