

**BELCOURT THEATRE**  
**2012 Operating Budget, Final**

	Actual 2010	YTD 2011	Estimate 2011	Budget 2012	Variance
<b>OPERATIONS</b>					
<b>Revenue</b>					
A Programming:	574,975	701,904	680,395	807,718	105,814
B Film	514,947	654,777	632,312	746,128	91,351
C Childrens	10,674	7,256	8,081	15,000	7,744
D Presevation Fees	15,767	11,608	11,500	11,677	69
Service Fees	25,373	25,479	24,702	30,912	5,433
Events/Other	8,214	2,784	3,800	4,000	1,216
E Concessions:	271,266	309,400	360,285	407,092	97,692
F Food	83,153	102,916	119,965	133,211	30,295
Beverage:	185,723	201,770	236,420	269,035	67,265
G Non-Alcoholic	58,258	65,325	76,397	88,807	23,482
H Beer	69,569	73,224	85,820	99,456	26,232
I Liquor	57,896	63,220	74,203	80,772	17,551
Merchandise	2,390	4,714	3,900	4,846	132
Rent:	155,298	126,760	132,136	127,210	450
J Programming:	109,226	85,872	83,966	83,410	(2,462)
K Events	18,520	15,465	15,965	15,000	(465)
L Film	42,262	37,030	35,350	36,000	(1,030)
M Music	21,679	15,560	15,110	15,000	(560)
N Theatre	5,200	1,050	1,550	1,000	(50)
In-House Services	19,947	15,883	14,991	15,410	(473)
Merch Percentage	1,618	884	1,000	1,000	117
Facility:	46,072	40,888	48,170	43,800	2,912
Parking	45,622	40,888	48,170	43,800	2,912
Other	450	0	0	0	0
Miscellaneous	2,396	750	0	1,000	250
	1,003,935	1,138,813	1,172,817	1,343,020	204,207
<b>Expenses</b>					
Amortization	0	2,056	0	2,200	(144)
Box Office	27,862	27,387	28,453	35,209	(7,822)
Concessions:	112,460	124,886	126,792	156,975	(32,089)
Food	14,782	21,850	21,823	26,642	(4,792)
Beverage:	62,829	64,292	66,165	81,482	(17,190)
Non-Alcoholic	12,809	14,745	15,121	18,650	(3,904)
Beer	30,984	29,376	30,375	37,793	(8,417)
Liquor	19,036	20,171	20,669	25,039	(4,869)
Supplies	28,015	31,461	31,512	36,638	(5,177)
Concession System	6,834	7,283	7,292	12,213	(4,930)
Depreciation	70,098	84,076	61,417	84,076	(0)
Dues & Subscriptions	3,477	2,680	3,305	3,500	(820)
Equipment:	10,933	10,941	10,940	23,000	(12,059)
Purchased	6,094	9,595	9,594	16,000	(6,405)
Rental	1,004	410	410	3,000	(2,590)
Repairs & Maintenance	3,835	936	936	4,000	(3,064)
Facility:	39,543	36,290	36,930	58,000	(21,710)
Janitorial	6,060	16,398	10,290	15,000	1,398

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Materials	19,083	9,203	15,904	15,000	(5,797)
Pest Control	905	936	936	1,000	(64)
Repairs & Maintenance	13,495	9,754	9,800	27,000	(17,246)

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Financial:	89,247	69,720	70,838	78,743	(9,023)
Bank	2,288	1,081	1,176	2,300	(1,219)
Credit Cards	37,781	33,205	34,309	41,443	(8,238)
Interest & Penalties	49,178	35,435	35,354	35,000	435
Insurance	25,674	28,322	28,322	28,500	(178)
Licenses, Permits & Dues	3,053	4,311	4,241	4,300	11
Marketing:	46,140	61,620	57,050	52,500	9,120
Newspapers & Radio	22,855	27,989	24,319	25,000	2,989
Printing & Mailing	19,957	23,956	23,055	23,500	456
Website	0	7,500	7,500	2,000	5,500
Other	3,328	2,176	2,176	2,000	176
Office	11,115	12,583	11,600	11,600	983
Payroll:	448,533	506,938	495,682	520,206	(13,269)
Salary	209,644	227,506	222,195	235,257	(7,751)
Hourly	169,304	196,644	193,962	208,916	(12,272)
Technical	20,077	19,333	18,801	20,000	(667)
Benefits	16,042	23,429	21,568	15,000	8,429
Payroll Taxes	33,466	40,026	39,155	41,033	(1,007)
Professional Service:	65,195	109,005	108,121	88,600	20,405
Accounting	42,230	40,675	40,175	41,000	(325)
Marketing & PR	17,168	20,108	20,108	2,100	18,008
Education	0	6,210	7,910	20,000	(13,790)
Consulting & Training	2,013	3,699	3,699	2,000	1,699
Payroll Service	3,784	4,676	3,852	3,500	1,176
Other	0	33,637	32,377	20,000	13,637
Programming:	237,500	298,540	291,041	362,374	(63,833)
Film:	236,405	298,435	290,936	341,374	(42,939)
Delivery	16,844	19,518	19,701	20,000	(482)
Distributor	215,856	269,621	264,187	313,374	(43,753)
Misc	3,688	9,031	6,814	7,000	2,031
Promotion	18	266	234	1,000	(734)
Childrens	0	0	0	5,000	(5,000)
Education	0	105	105	15,000	(14,895)
Rental	1,095	0	0	1,000	(1,000)
Taxes:	28,723	27,968	27,968	28,700	(732)
Property & Income	26,904	3,621	24,347	25,000	(21,379)
Personalty	1,819	24,347	3,621	3,700	20,647
Travel, Meals & Entertainment	11,861	13,537	13,537	14,000	(463)
Utilities:	48,164	50,217	51,740	52,400	(2,183)
Dumpster	4,124	4,898	5,338	5,500	(602)
Electric	27,138	27,263	29,113	29,000	(1,737)
Gas	6,408	6,469	5,710	6,000	469
Security	445	1,138	1,138	1,200	(62)
Telephone	4,767	4,807	4,807	5,000	(193)
Internet	2,353	2,391	2,384	2,400	(9)
Water	2,929	3,252	3,252	3,300	(49)
Miscellaneous	1,188	255	400	1,000	(745)
	1,280,766	1,471,332	1,428,377	1,605,883	(134,552)
Operations	(276,831)	(332,518)	(255,560)	(262,863)	69,655

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<b>FUNDRAISING</b>					
Revenue					
Events:	93,419	138,865	138,615	140,214	1,349
Oscar Auction	16,740	25,547	25,297	23,000	(2,547)
Oscar Contribs & Tickets	20,375	29,119	29,119	25,000	(4,119)
Oscar Sponsorships	10,500	12,000	12,000	12,000	0
nD Auction	13,497	17,534	17,534	19,000	1,466
nD Contribs & Tickets	26,307	37,065	37,065	46,214	9,149
nD Sponsorships	6,000	17,600	17,600	15,000	(2,600)
Contributions:	78,880	98,767	93,789	70,000	(28,767)
Contribs/Sponsorships	5,973	42,289	73,289	35,000	(7,289)
Hillsboro Society	0	0	0	10,000	10,000
Annual Campaign	72,907	17,978	20,500	25,000	7,022
Feasibility Campaign	0	38,500	0	0	(38,500)
Grants	93,000	119,200	119,200	120,000	800
O Memberships	99,160	146,026	133,300	166,624	20,598
Miscellaneous	2,390	0	0	1,500	1,500
	366,850	502,859	484,904	498,338	(4,520)
Expenses					
Oscar Party	16,460	22,706	22,706	20,000	2,706
nD Party	15,381	31,624	31,624	20,000	11,624
Membership	9,611	10,778	10,635	13,330	(2,552)
Contract Labor	0	0	0	0	0
Equipment Rental	0	0	0	0	0
Food & Beverage	60	99	99	2,000	(1,901)
Licenses & Permits	0	0	0	0	0
Materials & Supplies	0	0	0	3,000	(3,000)
Printing & Mailing	5,199	4,332	4,332	1,500	2,832
Promotional Materials	189	4,789	0	4,000	789
Miscellaneous	2,055	600	600	1,000	(400)
	48,955	74,929	69,996	64,830	10,099
Fundraising	317,895	427,930	414,908	433,508	5,579
Totals:					
Revenue	1,370,785	1,641,672	1,657,721	1,841,358	199,686
Expenses	1,329,721	1,546,260	1,498,373	1,670,713	(124,453)
	41,063	95,412	159,348	170,645	75,233