

BELCOURT THEATRE
2017 Operating Budget, Final

	Actual 2016	Budget 2017	Variance	2016	2017	Notes	
OPERATIONS							
Revenue							
A	Programming:	722,924	1,279,554	556,630			
B	Film	679,160	1,200,000	520,840	10.0%	Avg \$100,000 in box per month	
C	Childrens	11,171	20,000	8,829			
D	Presevation Fees	3,076	5,750	2,674	8.0%	5.0%	Rent: Programming (L)
	Service Fees	27,205	47,804	20,600	3.2%	3.9%	Programming (B, C, D, T)
T	Education	1,705	5,000	3,295			
E	Events/Other	607	1,000	393			
F	Concessions:	367,546	650,014	282,467			
G	Food	139,412	243,115	103,703	18.0%	19.0%	Programming (A)
	Beverage:	227,292	405,619	178,326			
H	Non-Alcoholic	77,146	140,751	63,605	9.2%	11.0%	Programming (A)
I	Beer	81,081	143,310	62,229	10.5%	11.2%	Programming (A)
J	Liquor	69,065	121,558	52,492	8.0%	9.5%	Programming (A)
K	Merchandise	842	1,280	438	0.6%	0.1%	Programming (A)
	Rent:	75,807	151,400	75,593			
L	Programming:	60,601	115,000	54,399			
M	Rent	52,315	100,000	47,685			
	In-House Services	8,286	15,000	6,714	12.0%	15.0%	Rent: Programming (M, N, O, P)
	Parking	15,206	36,400	21,194			
	Miscellaneous	4,293	5,000	707			
		1,170,571	2,085,968	915,397			
Expenses							
	Box Office	43,771	71,442	27,671	4.6%	5.8%	Programming (B, C, D, E, T)
	Concessions:	149,704	253,863	104,159			
	Food	32,857	53,485	20,628	22.0%	22.0%	Food (G)
	Beverage:	76,071	134,468	58,398			
	Non-Alcoholic	16,446	29,980	13,534	25.0%	21.3%	Non-Alcoholic (H)
	Beer	24,713	43,710	18,997	41.0%	30.5%	Beer (I)
	Liquor	34,912	60,779	25,867	41.0%	50.0%	Liquor (J)
	Supplies	26,303	46,709	20,406	8.1%	7.2%	Concessions (G, H, I, J)
	Merchandise	4,186	1,000	(3,186)	20.0%		Concessions (K)
	Concession System	10,288	18,200	7,913	2.7%	2.8%	Concessions (F)
	Depreciation	100,000	100,000	0			
	Dues & Subscriptions	9,828	10,000	172			
	Equipment:	34,494	26,000	(8,494)			
	Purchased	20,452	15,000	(5,452)			
	Rental	3,670	1,000	(2,670)			
	Repairs & Maintenance	10,372	10,000	(372)			
	Facility:	59,554	66,308	6,754			
	Janitorial	19,927	38,208	18,281			
	Materials	9,376	7,000	(2,376)			
	Pest Control	1,093	1,100	7			
	Repairs & Maintenance	17,314	15,000	(2,314)			
	Storage	11,843	5,000	(6,843)			
	Financial:	94,819	173,192	78,373			
	Bank	638	700	62			
	Credit Cards	30,012	62,092	32,080	2.8%	2.8%	Prog, Conc, Memb (A, F, U)
	Interest & Penalties	64,169	110,400	46,231			
	Insurance	43,556	45,000	1,444			
	Licenses, Permits & Dues	5,527	6,000	473			
	Marketing:	76,936	111,000	34,064			
	Newspapers & Radio	30,075	50,000	19,925			
	Printing & Mailing	32,951	55,000	22,049			
	Website	8,575	3,000	(5,575)			
	Other	5,335	3,000	(2,335)			
	Office	26,210	25,000	(1,210)			
	Payroll:	938,898	1,231,420	292,522			
R	Salary	505,474	537,500	32,026			
S	Hourly	306,181	540,000	233,819	33.0%	45.0%	Programming: Film (B)
	Benefits	65,138	69,875	4,737	12.0%	13.0%	Payroll: Salary (R)
	Payroll Taxes	62,106	84,045	21,939	8.1%	7.8%	Payroll (R, S)
	Professional Service:	79,334	82,550	3,216			
	Accounting	43,050	43,000	(50)			

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	Actual 2016	Budget 2017	Variance	2016	2017	Notes
Development	0	0	0			
Marketing & PR	18,250	18,150	(100)			
Education	1,342	5,000	3,658			
Consulting & Training	8,586	8,000	(586)			
Payroll Service	2,341	2,900	559			
Other	5,765	5,500	(265)			
Programming:	302,099	553,200	251,101			
Film:	294,503	543,200	248,697			
Delivery	13,735	24,000	10,265	1.8%	2.0%	Programming: Film (B)
Distributor	269,932	504,000	234,068	42.0%	42.0%	Programming: Film (B)
Misc	10,644	15,000	4,356			
Promotion	193	200	7			
Education	7,596	10,000	2,404			
Travel, Meals & Entertainment	19,955	28,000	8,045			
Utilities:	52,002	68,784	16,782			
Dumpster	5,625	9,084	3,459			
Electric	25,666	35,000	9,334			
Gas	4,246	3,000	(1,246)			
Security	214	800	586			
Telephone	6,136	7,200	1,064			
Internet	6,723	8,500	1,777			
Water	3,392	5,200	1,808			
Miscellaneous	0	0	0			
	2,036,687	2,785,450	815,072			
Operations	(866,116)	(699,483)	1,730,469			
FUNDRAISING						
Revenue						
Events:	70,674	74,500	3,826			
1 Oscar Auction	18,432	18,000	(432)			
2 Oscar Contribs & Tickets	37,242	36,000	(1,242)			
3 Oscar Sponsorships	15,000	20,500	5,500			
Contributions:	61,850	100,000	38,150			
Contribs/Sponsorships	17,594	50,000	32,406			
Annual Campaign	44,256	50,000	5,744			
Grants	267,560	280,000	12,440			
U Memberships	211,163	323,000	111,837			
Standard Memberships	183,555	288,000	104,445	24.2%	24.0%	Programming: Film (B)
Hillsboro Society	27,608	35,000	7,392			
Miscellaneous	0	0	0			
	611,247	777,500	278,089			
Expenses						
Oscar Party	28,822	29,800	978	37.9%	40.0%	Fundraising: Oscar Party (1, 2, 3)
Membership	12,485	19,380	6,895	8.5%	6.0%	Membership (U)
Other	19,010	25,000	5,990			
	60,317	74,180	13,863			
Fundraising	550,930	703,320				
Draw from fund balance**	315,186					
Totals:						
Revenue	2,097,004	2,863,468				
Expenses	2,097,004	2,859,630				
	0	3,837				

**The Belcourt was closed for 7 months in 2016 for renovations. Funds had been saved in prior years to cover operations during this time.