

The Theater Bug, Inc.
Budget vs. Actuals: 21/22 Budget (Class) - FY22 P&L Classes
July 2021 - June 2023

	Total		
	21/22 Budget	22/23 Budget	Variance
Revenue			
10000 Contributed Support			0.00
10001 Program Specific Donations	57,160.00	21,000.00	36,160.00
10002 Non-Program Specific Donations		10,000.00	-10,000.00
10002a Monthly Donations	6,800.00		6,800.00
Total 10002 Non-Program Specific Donations	\$ 6,800.00	\$ 10,000.00	-\$ 3,200.00
10003 Tuition Donations		1,500.00	-1,500.00
10004 Grants	90,000.00	113,000.00	-23,000.00
10007 Sponsorships	75,000.00	200,000.00	-125,000.00
Total 10000 Contributed Support	\$ 228,960.00	\$ 345,500.00	-\$ 116,540.00
10008 Program Revenue			0.00
10006 Program Specific Grants		0.00	0.00
10009 Program Tuition	26,050.00	31,000.00	-4,950.00
10010 Tickets	30,200.00	46,000.00	-15,800.00
10011 Rental Income	10,000.00		10,000.00
10012 Concessions Income	5,900.00	5,000.00	900.00
10013 Merch Income	6,100.00	7,800.00	-1,700.00
Total 10008 Program Revenue	\$ 78,250.00	\$ 89,800.00	-\$ 11,550.00
4 Contributed support			0.00
4140 Gifts in kind - goods	6,000.00		6,000.00
Total 4 Contributed support	\$ 6,000.00	\$ 0.00	\$ 6,000.00
Total Revenue	\$ 313,210.00	\$ 435,300.00	-\$ 122,090.00
Cost of Goods Sold			
Cost of Goods Sold			0.00
10012b Concessions Expense	2,800.00	2,000.00	800.00
10013b Merch Expense	2,700.00	3,150.00	-450.00
Total Cost of Goods Sold	\$ 5,500.00	\$ 5,150.00	\$ 350.00
Total Cost of Goods Sold	\$ 5,500.00	\$ 5,150.00	\$ 350.00
Gross Profit	\$ 307,710.00	\$ 430,150.00	-\$ 122,440.00
Expenditures			
10014 Expenses			0.00
10015 Program Expenses			0.00
10016 Artistic Contracts			0.00
10017 Director	7,500.00	9,000.00	-1,500.00
10018 Assistant Director	2,000.00	3,000.00	-1,000.00
10019 Music Director	4,000.00	7,000.00	-3,000.00
10020 Choreographer	3,100.00	7,000.00	-3,900.00
10021 Assistant Choreographer	500.00	3,000.00	-2,500.00
10022 Costumer	1,500.00	1,700.00	-200.00
10023 Props Master	500.00	700.00	-200.00
10024 Set Designer	1,500.00	3,000.00	-1,500.00
10025 Sound Designer	2,500.00		2,500.00
10026 Light Designer			0.00
10027 Actor	600.00	1,500.00	-900.00
10028 Band			0.00
10029 Keyboard 1	1,550.00	3,000.00	-1,450.00
10031 Drums	1,000.00	2,000.00	-1,000.00
10032 Bass	1,000.00	2,000.00	-1,000.00

10033 Guitar	500.00	2,000.00	-1,500.00
10034 Strings	550.00	2,000.00	-1,450.00
10036 Other	900.00	900.00	0.00
Total 10028 Band	\$ 5,500.00	\$ 11,900.00	-\$ 6,400.00
10118 Writer	3,750.00	1,500.00	2,250.00
Total 10016 Artistic Contracts	\$ 32,950.00	\$ 49,300.00	-\$ 16,350.00
10037 Administrative Contracts			0.00
10038 Technical Director	3,250.00	5,000.00	-1,750.00
10038 Overhire		800.00	-800.00
10039 Light Operator	1,850.00	3,100.00	-1,250.00
10040 Sound Operator	2,450.00	4,100.00	-1,650.00
10042 Stage Manager	8,000.00	0.00	8,000.00
10043 Assistant Stage Manager		1,000.00	-1,000.00
10044 Teacher	1,000.00	14,000.00	-13,000.00
10046 Producer	500.00	1,000.00	-500.00
10047 Intern	2,850.00	2,700.00	150.00
10048 Front Of House	1,200.00	3,500.00	-2,300.00
10119 Mental Health Professional		1,000.00	-1,000.00
10123 Social Media		6,000.00	-6,000.00
Total 10037 Administrative Contracts	\$ 21,100.00	\$ 42,200.00	-\$ 21,100.00
10049 Supplies & Materials			0.00
10050 Set Supplies	7,500.00	11,000.00	-3,500.00
10051 Costume Supplies	1,250.00	1,000.00	250.00
10052 Prop Supplies	800.00	700.00	100.00
10053 Hair & Makeup Supplies	200.00	200.00	0.00
10054 Light Equipment			0.00
10055 Sound Equipment			0.00
10058 Misc. Supplies	22,951.00	7,800.00	15,151.00
Total 10049 Supplies & Materials	\$ 32,701.00	\$ 20,700.00	\$ 12,001.00
10059 Equipment Rental			0.00
10060 Technical Equipment Rental	1,000.00	4,000.00	-3,000.00
10060a Space Rental		50,000.00	-50,000.00
10061 Props Rental		50.00	-50.00
10063 Other Rental	25,000.00	500.00	24,500.00
Total 10059 Equipment Rental	\$ 26,000.00	\$ 54,550.00	-\$ 28,550.00
10064 Printing & Copying			0.00
10065 Scripts		950.00	-950.00
10066 Posters		600.00	-600.00
10067 Programs	1,045.00	1,045.00	0.00
10068 Other		50.00	-50.00
Total 10064 Printing & Copying	\$ 1,045.00	\$ 2,645.00	-\$ 1,600.00
10070 Advertising	6,660.00		6,660.00
10072 Processing Fees	500.00	2,700.00	-2,200.00
10120 Technology		300.00	-300.00
10121 Sheet Music		150.00	-150.00
Total 10015 Program Expenses	\$ 120,956.00	\$ 172,545.00	-\$ 51,589.00
10073 Non-Program Expenses			0.00
10074 Payroll			0.00
10075 Salaries			0.00
10076 Managing Artistic Director	30,000.00	50,000.00	-20,000.00
10076a Development Director		35,000.00	-35,000.00
10078 Technical Director	12,000.00	15,000.00	-3,000.00
10078a Stage Manager		25,000.00	-25,000.00
10116 Admin Contract	18,000.00	20,000.00	-2,000.00
10079 Grant Specialist	12,000.00	15,000.00	-3,000.00

Total 10075 Salaries	\$	72,000.00	\$	160,000.00	-\$	88,000.00
10080 Payroll Taxes		6,300.00		14,000.00		-7,700.00
10081 Payroll Fees		1,600.00		3,200.00		-1,600.00
Total 10074 Payroll	\$	79,900.00	\$	177,200.00	-\$	97,300.00
10082 Rent						0.00
10083 Facility		23,416.00				23,416.00
10084 Storage		9,168.00		10,010.00		-842.00
Total 10082 Rent	\$	32,584.00	\$	10,010.00	\$	22,574.00
10086 Legal & Professional Fees						0.00
10087 Accountant		500.00		0.00		500.00
10088 Bookkeeper		12,000.00		12,000.00		0.00
10090 Other		4,000.00		2,000.00		2,000.00
10091 Professional Training & Development		0.00		5,000.00		-5,000.00
Total 10086 Legal & Professional Fees	\$	16,500.00	\$	19,000.00	-\$	2,500.00
10091 Insurance		1,200.00		1,200.00		0.00
10092 Supplies & Materials						0.00
10093 Postage				100.00		-100.00
10094 Office Supplies		400.00		500.00		-100.00
10095 Other Materials						0.00
Total 10092 Supplies & Materials	\$	400.00	\$	600.00	-\$	200.00
10096 Advertising/Promotional		18,000.00		15,000.00		3,000.00
10098 Utilities						0.00
10101 Electric		4,500.00				4,500.00
10103 Phone		600.00		1,200.00		-600.00
10104 Post Office Box		106.00		134.00		-28.00
Total 10098 Utilities	\$	5,206.00	\$	16,334.00	-\$	11,128.00
10105 Subscriptions				1,334.00		-1,334.00
10106 Quickbooks		936.00		936.00		0.00
10107 Mailchimp		850.00		850.00		0.00
10108 Moonclerk		370.00		450.00		-80.00
10109 Spotify		132.00		132.00		0.00
10110 Squarespace		126.00		126.00		0.00
10114 Vimeo				250.00		-250.00
10114a Sam's				45.00		
10114b Nashville Arts Coalition				120.00		
10115 Zoom				300.00		-300.00
Total 10105 Subscriptions	\$	2,414.00	\$	4,543.00	-\$	2,129.00
10113 Space Improvements						0.00
10115 Equipment		20,000.00		10,000.00		10,000.00
10117 Processing Fees		1,050.00		1,050.00		0.00
Total 10073 Non-Program Expenses	\$	177,254.00	\$	254,937.00	-\$	77,683.00
Total 10014 Expenses	\$	298,210.00	\$	427,482.00	-\$	129,272.00
10112 Bank Charges		0.00				0.00
Unapplied Cash Bill Payment Expenditure		0.00				0.00
Uncategorized Expenditure		0.00				0.00
Total Expenditures	\$	298,210.00	\$	427,482.00	-\$	129,272.00
Net Operating Revenue	\$	9,500.00	\$	2,668.00	\$	6,832.00
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