



new musicals inc.

Executive Summary
January 15, 2020

Attached: Cashflow; Budget v. Actual; Balance Sheet

Cashflow

Cashflow is healthy through spring, and probably summer as well. There is \$40,000 in the bank (\$7000 allocated to John Sparks's programming), and \$56,000 in our Fidelity account, but we shouldn't have cashflow issues until perhaps June.

Financial statements

Balance sheet. Healthy-looking balance sheet.

Budget v Actual. Member enrollment is not quite as active as we wish, particularly in Core, but some of the scholarship money haven't yet been journaled into Core on Quickbooks, so the gap isn't *quite* as dramatic as the report makes it appear.

Rental income is way up from budgeted prediction. I anticipate rental income to continue to be high for the next few months, then taper off for May/June/July as we use the space for our own programming.

Fundraiser/Online income is a little more than we anticipated.

Member contributions are a little more than we anticipated, because folks responded to the Indiegogo campaign to make up City Grant income. I don't anticipate there will be much more contributions from members this year...they're tapped out.

Liability Insurance is about 150% what it was last year; our premiums have been raised. I'm hoping we might find a new insurance agent for next year; our agent has retired, and the business has been sold to someone we don't know.

Office Equipment is higher than budgeted...we've spent some of the year's budget early this year (to replace malfunctioning cameras).

Cashflow 1.10.20

	expense	income	running balance
1/10/2020			41,994
Spacer (for Excel)			41,994
Core scholarships	20,000		21,994
4x10	7,100		14,894
9/25/2019 Paypal not yet cleared		1,066	15,960
1/24/2020 Member Fees 3 of 4		8,000	23,960
1/25/2020 Square, not yet cleared		0	23,960
1/25/2020 Deposits not yet cleared		2,266	26,226
1/27/2020 County Grant 1 of 2		4,500	30,726
1/30/2020 Renters		3,000	33,726 Rubicon 2.5K
1/30/2020 Monthly expenses	12,807		20,919
1/31/2020 Core scholarship release funds 1 of 2		7,500	28,419
2/15/2020 Admin Asst underwriting 7 of 13		1,666	30,085
2/15/2020 Board annual contributions		750	30,835 <small>5x\$750</small>
2/29/2020 Renters		5,000	35,835 Newman 3K
2/29/2020 Monthly expenses	12,807		23,028
3/15/2020 Admin Asst underwriting 8 of 13		1,666	24,694
3/30/2020 March Board fundraiser		0	24,694
3/30/2020 Renters		2,000	26,694
4/15/2020 Admin Asst underwriting 9 of 13		1,666	28,360
4/30/2020 Member Fees 4 of 4		16,000	44,360
4/30/2020 Monthly expenses	12,807		31,553
Approximating end of year cash flow:	0	0	31,553
Monthly expenses May-Aug (4 months)	51,228		-19,675
Core scholarship release funds 2 of 2		7,500	-12,175
County Grant 2 of 2		4,500	-7,675
Admin Asst underwriting 10-13		6,664	-1,011
Conference net	5,400	14,000	7,589
Fringe net	20,000	18,000	5,589
15MM net	4,175	2,080	3,494
Renters (negligible due to NMI summer programming)			
Rent	2,400		
Monthly Expenses	1430		
Wages (incl WC, contributions)	12807		
Total Rent/Expenses/Wages	16,637		
<i>math check</i>	65520	55,080	31,553

New Musicals Inc.
2019-20 Budget v. Actual
Actuals v. budgeted predictions by this point in Fiscal Year

	Sep 1, '19 - Jan 10, 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
ANMT Writers' Workshop Income				
Core Curriculum	6,045	11,928	-5,883	51%
Full Length Curriculum	4,600	4,718	-118	97%
General Member	5,750	7,636	-1,886	75%
Guided Development	900	1,000	-100	90%
Inactive	1,275	1,672	-397	76%
Lab - Book	1,638	1,629	9	101%
Lab - Lyric	1,059	1,629	-570	65%
Lab - Music	871	1,629	-757	53%
Total ANMT Writers' Workshop Income	22,138	31,841	-9,703	70%
ARC INCOME				
ARC Project Royalties	708		708	100%
Total ARC INCOME	708		708	100%
Contribution Income				
Contributions - Board	3,100	3,750	-650	83%
Contributions - Members	8,794	7,000	1,794	126%
Contributions - Non Members	29,820	27,204	2,616	110%
Friends of New Musicals	445	1,081	-636	41%
Total Contribution Income	42,159	39,035	3,124	108%
Developmental Services Income				
Dramaturgical Feedback	1,630	2,600	-970	63%
WMT Royalty	75	83	-8	90%
Total Developmental Services Income	1,705	2,683	-978	64%
Fundraiser Income				
Online Auction	5,498	4,113	1,385	134%
Total Fundraiser Income	5,498	4,113	1,385	134%
Grant Income				
LA County		1,468	-1,468	
Total Grant Income		1,468	-1,468	
Miscellaneous Income	50		50	100%
Online Income				
Format Guidelines Purchase	90	54	36	167%
Resource Center	250	180	70	139%
Online Income - Other		180	-180	
Total Online Income	340	414	-74	82%
Programming Income				
Participation Fees	750	1,690	-940	44%
Total Programming Income	750	1,690	-940	44%
Rental Income				
Rental Income - ANMT Members		270	-270	
Rental Income - Non-Members	7,538	529	7,008	1,425%
Rental Peerspace	8,038	8,645	-607	93%
Total Rental Income	15,575	9,444	6,131	165%
Total Income	88,922	90,688	-1,766	98%
Expense				
ANMT Writer Workshop Expenses				
Miscellaneous Workshop Expenses	75		75	100%
Total ANMT Writer Workshop Expenses	75		75	100%
ARC EXPENSES				
Copies		158	-158	
Total ARC EXPENSES		158	-158	

New Musicals Inc.
2019-20 Budget v. Actual
Actuals v. budgeted predictions by this point in Fiscal Year

	Sep 1, '19 - Jan 10, 20	Budget	\$ Over Budget	% of Budget
Bank Service Charges		90	-90	
Contractors - Instructional				
Assessment Instructors		600	-600	
Developmental Services Provider		2,433	-2,433	
Producer	240		240	100%
Total Contractors - Instructional	240	3,033	-2,793	8%
Contributions				
Mailing/Printing Expense	91		91	100%
Total Contributions	91		91	100%
Conventions/Travel				
Hotel	450	2,500	-2,050	18%
Registration	540	950	-410	57%
Travel	293	950	-657	31%
Total Conventions/Travel	1,283	4,400	-3,117	29%
Facility Expenses				
Building Maintenance		360	-360	
Rent	12,000	10,374	1,626	116%
Total Facility Expenses	12,000	10,734	1,266	112%
Fundraiser Expenses				
Postage	196		196	100%
Ticket Purchase	877	1,161	-284	76%
Total Fundraiser Expenses	1,073	1,161	-88	92%
Insurance				
Insurance - D & O	1,304	1,636	-332	80%
Insurance - Liability	2,547	1,661	886	153%
Total Insurance	3,851	3,297	554	117%
Marketing				
Advertising	107	865	-757	12%
Fliers/invites/printing		500	-500	
Total Marketing	107	1,365	-1,257	8%
Miscellaneous	320		320	100%
Office Expense				
Furniture & Equipment	4,105	306	3,799	1,341%
Janitorial Services	300	486	-186	62%
Janitorial Supplies	240	306	-66	79%
Office Supplies	200	540	-340	37%
PayPal Expenses	697	901	-203	77%
Payroll Expenses	449	720	-272	62%
Piano Tuning		400	-400	
Postage and Delivery	237	210	27	113%
Printing and Reproduction		90	-90	
Refreshments		90	-90	
Square Expenses	18	90	-72	20%
Telephone	789	901	-112	88%
Utilities				
Utilities - Other	1,662	2,161	-499	77%
Total Utilities	1,662	2,161	-499	77%
Web Host		400	-400	
Workers' Compensation	440	711	-272	62%
Total Office Expense	9,137	8,313	824	110%
Professional Fees				
Webmaster		600	-600	
Total Professional Fees		600	-600	

New Musicals Inc.
2019-20 Budget v. Actual
Actuals v. budgeted predictions by this point in Fiscal Year

	Sep 1, '19 - Jan 10, 20	Budget	\$ Over Budget	% of Budget
Programming Expenses				
Computer Hardware/Software	103		103	100%
Total Programming Expenses	103		103	100%
Wages - W2				
Wages - Barnett	1,220	1,189	31	103%
Wages - Dewsberry	12,605	12,462	143	101%
Wages - Guy	14,000	15,129	-1,129	93%
Wages - Other	652	817	-165	80%
Wages - Troy Barboza	6,812	7,204	-392	95%
Wages -ANMT Contributions	3,257	4,614	-1,357	71%
Total Wages - W2	38,547	41,416	-2,869	93%
Total Expense	66,828	74,567	-7,739	90%
Net Ordinary Income	22,094	16,121	5,973	137%
Net Income	22,094	16,121	5,973	137%

Academy for New Musical Theatre, Inc.

Balance Sheet

As of January 10, 2020

	<u>Jan 10, 20</u>
ASSETS	
Current Assets	
Checking/Savings	
Union Bank of Ca 3070021659	41,994
Union Bank of Ca2 ALNM	5,291
Total Checking/Savings	<u>47,284</u>
Total Current Assets	47,284
Other Assets	
Fidelity Brokerage	56,060
Rent Deposit	4,200
Workers Comp Deposit	965
Total Other Assets	<u>61,225</u>
TOTAL ASSETS	<u>108,510</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Showcase 4x10 Escrow Funds	8,093
Total Other Current Liabilities	<u>8,093</u>
Total Current Liabilities	8,093
Total Liabilities	8,093
Equity	
Opening Bal Equity	503
Retained Earnings	78,814
Net Income	21,099
Total Equity	<u>100,417</u>
TOTAL LIABILITIES & EQUITY	<u>108,510</u>