

# new musicals inc.

Executive Summary January 18, 2023

Attached: Cashflow; Budget v Actual for current year; Current Year Budget Overview Balance Sheet; Profit & Loss for 2021-2022;

#### Cashflow

Cashflow is momentarily good; we'll need to keep an eye on cashflow come April and May. We have \$34,000 in our checking account, \$68,000 cash in our Fidelity account \$40K in eight CD's, and a \$10K Series I savings Bond.

#### **Financial statements**

**Budget v. Actual**. Currently on-target against a revised version of the budget.

**Budget Overview.** We approved a budget in May 2022. As number of financial events have changed since then, I prepared an updated budget. Changes since May include:

<u>Deleted</u>: \$35K Colton Foundation grant; three \$5K Neighborhood grants; hiring Administrative Assistant; live touring Veterans' show for this fiscal year.

Added: \$50K Arts Relief grant from the California Arts Council

Updated: Adjusted projections for membership and dramaturgy

<u>Not included</u>: Potential second grant from the state (we'll know about it in March/April); potential funds raised by the Board; potential crowdfunding for assistant to Elise.

**Balance Sheet.** Elise worked to clean outstanding checks. Paula Brand and I worked together to clean out line items marked "pre-paid for next year" such that we are recording no liabilities at the moment;

**Profit & Loss 2021-2022.** Paula and I worked to close the books and file the 990. Last fiscal year we received several grants for Veterans' programming expenses we are accruing this year, so it might be a challenge to record a surplus this current year.

As always, you can see current and historic financials at www.nmi.org/board-welcome

#### Cashflow

Cashflow 1.9.23		expense	income	running balance
1/9/2023				34,274
Spacer (for Excel)				34,274
1/20/2023 Paypal not yet cleared			927	35,201
1/30/2023 Deposits not yet cleared			0	35,201
1/31/2023 Monthly expenses		12,076		23,125
1/31/2023 Renters		,	1,400	24,525
2/15/2023 Member Fees 3 of 4			5,000	29,525
2/28/2023 Monthly expenses		12,076	ŕ	17,448
2/28/2023 Renters			3,400	20,848
3/30/2023 Renters			1,900	22,748
3/31/2023 Monthly expenses		12,076		10,672
4/15/2023 Member Fees 4 of 4			10,000	20,672
4/29/2023 Renters			3,400	24,072
4/30/2023 Monthly expenses		12,076		11,995
5/30/2023 Renters			1,900	13,895
5/31/2023 Monthly expenses		12,076		1,819
Rent		2,450		
Monthly Expenses		1362		
Wages (incl WC, contributions)		8264		
Total Rent/Expenses/Wages		12,076		
Total Rend Expenses/ Wages		12,070		
	math check	60382	27,927	1,819

### **New Musicals Inc.** 2022-2023 Budget v. Actual Actuals v. budgeted predictions by this point in Fiscal Year

	Sep - Dec 22	Budget	\$ Over Bud	% of Budget
Ordinary Income/Expense				
Income 01E GOVERNMENT GRANTS				
LA County Other Government Grants	8,400 50,000	7,850 50,000	550	107% 100%
Total 01E GOVERNMENT GRANTS	58,400	57,850	550	101%
01F CONTRIBUTIONS				
Board Give Contributions from Individuals Foundations	1,500 2,060 1,060	3,000 2,300 1,500	-1,500 -240 -440	50% 90% 71%
Total 01F CONTRIBUTIONS	4,620	6,800	-2,180	68%
02A CURRICULUM INCOME Alumni Member Core Curriculum Craft Labs Full Length Curriculum	2,300 8,586 4,204 3,325	3,000 4,320 2,079	-700 4,266 2,125	77% 199% 202%
General Member Sandbox 02A CURRICULUM INCOME - Other	8,175 1,579	4,275 600	3,900 -600	191%
Total 02A CURRICULUM INCOME	28,169	14,274	13,895	197%
02B DRAMATURGY INCOME	1,795	6,323	-4,528	28%
02C EVENT INCOME Concession Income	75	·		
Total 02C EVENT INCOME	75		75	100%
02D ONLINE INCOME Format Guidelines Resource Center	95 45	217 167	-122 -122	44% 27%
Total 02D ONLINE INCOME	140	383	-244	36%
02E RENTAL INCOME Rental Income - Members Rental Income - Non-Members Rental Peerspace	2,135 520 6,118	75 1,867 5,600	2,060 -1,347 518	2,847% 28% 109%
Total 02E RENTAL INCOME	8,773	7,542	1,231	116%
05 ROYALTIES WMT Labs	50		50	100%
Total 05 ROYALTIES	50		50	100%
Total Income	102,021	93,173	8,849	109%
Expense 07 SALARIES - W2	4.500	075	005	4740/
Actors Directors Instructors/Dramaturgs Music Directors/Pianists Rental Supervisor Staff Technical Crew	1,500 600 1,095 1,200 37,293 1,050	875 875 4,328 1,042 300 33,245 525	625 -275 -3,233 158 -300 4,048 525	171% 69% 25% 115% 112% 200%
Total 07 SALARIES - W2	42,738	41,190	1,548	104%
10 PAYROLL TAXES	6,361	4,967	1,395	128%

# **New Musicals Inc.** 2022-2023 Budget v. Actual Actuals v. budgeted predictions by this point in Fiscal Year

	Sep - Dec 22	Budget	\$ Over Bud	% of Budget
11G PROFESSIONAL FEES - 1099 Consultant/Grant Writer/Instruc Editors	750 800	1,800 875	-1,050 -75	42% 91%
Total 11G PROFESSIONAL FEES - 1	1,550	2,675	-1,125	58%
12 MARKETING EXPENSES Advertising/Marketing Postage & Delivery	324 418		324 418	100% 100%
Total 12 MARKETING EXPENSES	741		741	100%
13 OFFICE EXPENSES Bank Service Charges Building Maintenance Furniture & Equipment Janitorial Services Janitorial Supplies Payment Processing Fees Payroll Expenses Piano Tuning Supplies Telephone Utilities	10 646 51 400 666 369 295 116 452 2,351	83 233 198 450 283 721 500 833 2,000	-74 413 -147 -50 -283 -55 -384 -381 351	11% 277% 26% 89% 92% 23% 54% 118%
Total 13 OFFICE EXPENSES	5,356	5,303	53	101%
14 INFORMATION TECHNOLOGY Computer Hardware/Software Web Hosting	768 1,800	400	1,400	450%
Total 14 INFORMATION TECHNOLO	2,568	400	2,168	642%
15 ROYALTY PAYMENT Writers' Royalties	1,341	2,275	-934	59%
Total 15 ROYALTY PAYMENT	1,341	2,275	-934	59%
16 BUILDING RENTAL 17 TRAVEL EXPENSES Airfare/Bus/Taxi Hotel	9,800 950 1,760	9,800 950 1,760		100% 100% 100%
Total 17 TRAVEL EXPENSES	2,710	2,710		100%
19 CONFERENCE EXPENSES Registration	785	1,625	-840	48%
Total 19 CONFERENCE EXPENSES	785	1,625	-840	48%
23 INSURANCE EXPENSES Insurance - D & O Insurance - Liability Workers' Compensation	2,566 1,535 971	1,527 2,800 242	1,039 -1,265 729	168% 55% 401%
Total 23 INSURANCE EXPENSES	5,072	4,569	503	111%
24A EVENT EXPENSES Food Piano Tuning		140 400	-140 -400	
Total 24A EVENT EXPENSES		540	-540	

1:12 PM 01/09/23 **Cash Basis** 

## **New Musicals Inc.** 2022-2023 Budget v. Actual Actuals v. budgeted predictions by this point in Fiscal Year

	Sep - Dec 22	Budget	\$ Over Bud	% of Budget
24B ARTIST HONORARIA 24E MISCELLANEOUS EXPENSES	2,000 137	3,500	-1,500	57%
Total Expense	81,160	79,554	1,605	102%
Net Ordinary Income	20,862	13,618	7,244	153%
Net Income	20,862	13,618	7,244	153%

	BUDGET 2022-23 OVERV	/IEW			SUBTOTALS
1C	FUNDRAISING	BOARD FUNDRAISERS			
		CROWDFUNDING	5,600.00		
		ONLINE AUCTION			
45	COVERNIA AENIT CRANITO	CALIFORNIA ARTS COLINICII	50,000,00	TOTAL FUNDRAISING	5,600.00
1E	GOVERNMENT GRANTS	CALIFORNIA ARTS COUNCIL  LA COUNTY	50,000.00 15,700.00		
		CITY of LA	8,300.00		
		Other Government Grants	5,500.00		
				TOTAL GRANTS	74,000.00
1F	CONTRIBUTIONS	BOARD GIVE	3,000.00		
		CONTRIBUTIONS FROM INDIVIDUALS	11,500.00		
		FOUNDATIONS	3,500.00		
				TOTAL CONTRIBUTIONS	\$18,000.0
2Δ	CURRICULUM INCOME	Core Curriculum	17,280.00	TOTAL CONTRIBUTIONS	\$18,000.0
2/1	COMMICOLOMINICOME	Full Length Curriculum	17,250.00		
		General Member	17,100.00		
		Sandbox	1,500.00		
		Alumni Member	5,040.00		
		Craft Labs	8,316.00		
				TOTAL CURRICULUM	49,236.0
2B	DRAMATURGY INCOME				
			18,970.00	TOTAL DRAMATURGY	18,970.0
2C	EVENT INCOME	Administrative/Producer Fees	10,070.00	101712 210 11011 1101101	10,570.0
		Concessions Income			
		Program Ads			
		Ticket Sales	10,018.80		
		Participation Fees			
				TOTAL EVENTS	10,018.80
2D	ONLINE INCOME	Format Guidelines	650.00		
		Resource Center	500.00		
				TOTAL ONLINE	1,150.00
2E	RENTAL INCOME	Members	75.00	101712 01121112	1,130.0
		Non-Members	5,600.00		
		Peerspace	16,800.00		
				TOTAL RENTAL	22,475.0
3	INVESTMENTS		500.00		
	DOV. 17150			TOTAL INVESTMENTS	500.00
5	ROYALTIES	NMI-Owned Properties	300.00		
		WMT Labs	300.00	TOTAL ROYALTIES	300.0
11Δ	FISCAL RECEIVERSHIP INCOME		150.00	TOTAL RUTALTIES	300.00
11/	TISCHE RECEIVERSTIII TITCOTTE		150.00	TOTAL FISCAL	150.0
11B	MISCELLANEOUS INCOME				
				TOTAL MISCELLANEOUS	0.0
	TOTAL INCOME		200,399.80		200,399.8
_	CALABIEC M/2	0.000	4.750.00		
/	SALARIES - W2	Actors	1,750.00		
		[blank] Directors	4,050.00		
		Event Staff	4,030.00		
		Instructors	12,185.00		
		Music Directors/Pianists	4,550.00		
		Musicians	,		
		Producers			
		Rental Supervisor	900.00		
		Staff	99,735.00	-	
		Stage Managers	2,150.00		
		Technical Crew	2,700.00		
				TOTAL CALABIES	120.020.0
10	PAYROLL TAXES	PAYROLL TAXES	15,362.40	TOTAL SALARIES	128,020.0
10	TATALOLL TAKES	I MINOLE IAMES	13,302.40	TOTAL TAXES	15,362.4
		1		TOTAL TAKES	13,302.4

	LEGAL FEES				
110	ACCOUNTING FEES			TOTAL LEGAL	0.0
110	ACCOUNTING TEES			TOTAL ACCOUNTING	0.0
11G	PROFESSIONAL FEES - 1099	Consultants/Grant Writers	1,800.00		
		Designer - Costumes	1,600.00		
		Designer - Lights Designer - Scenic			
		Editors	1,750.00		
		Tech Support	3,: 33:33		
		Webmaster			
					= 4=0.00
12	MARKETING EXPENSES	Advertising	500.00	TOTAL PROFESSIONAL	5,150.00
12	IVIAIRETING EXI ENSES	Printing	1,250.00		
		Postage/Delivery	400.00		
12	OFFICE EXPENSES	Darle Camilian Channa	350.00	TOTAL MARKETING	2,150.00
13	OFFICE EXPENSES	Bank Service Charges Building Maintenance	250.00 1,000.00		
		Equipment Rental	1,000.00		
		Furniture & Equipment	850.00		
		Janitorial Services	1,350.00		
		Janitorial Supplies	850.00		
		Payment Processing Fees Payroll Expenses	2,262.28		
		[blank]			
		Supplies	1,500.00		
		Telephone	2,500.00		
		Utilities	6,000.00		
				TOTAL OFFICE	16,562.28
14	INFORMATION TECHNOLOGY	Computer Hardware/Software		TOTALOTTICL	10,302.20
		Web Hosting	400.00		
4.5	DOVALTY DAVAGAIT	Main and Develope	4 070 76	TOTAL TECH	400.00
15	ROYALTY PAYMENT	Writers' Royalties WMT Royalties	4,870.76		
		WWW Noyandes			
				TOTAL ROYALTIES	4,870.76
16	BUILDING RENTAL		29,400.00		
				TOTAL RENTAL	29,400.00
17		Air Fore / Dus / Toyi	00.00	TOTAL REINTAL	-,
17	TRAVEL EXPENSES	Air Fare/Bus/Taxi Hotel	950.00 1 760.00	TOTAL NENTAL	
17	TRAVEL EXPENSES	Air Fare/Bus/Taxi Hotel	950.00 1,760.00	TOTAL KENTAL	
17	TRAVEL EXPENSES			TOTAL TRAVEL	2,710.00
	TRAVEL EXPENSES  CONFERENCE EXPENSES			TOTAL TRAVEL	2,710.00
19	CONFERENCE EXPENSES	Hotel	1,760.00		
19		Hotel	1,760.00	TOTAL TRAVEL  TOTAL CONFERENCE	2,710.00
19	CONFERENCE EXPENSES	Registration	1,760.00	TOTAL TRAVEL	2,710.00
19	CONFERENCE EXPENSES INTEREST EXPENSES	Hotel	1,760.00	TOTAL TRAVEL  TOTAL CONFERENCE	2,710.00
19	CONFERENCE EXPENSES INTEREST EXPENSES	Registration  Insurance - D & O	1,760.00 1,625.00 1,636.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.0C
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Registration  Insurance - D & O Insurance - Liability Workers' Compensation	1,760.00 1,625.00 1,636.00 3,000.00	TOTAL TRAVEL  TOTAL CONFERENCE	2,710.00
19 20 23	CONFERENCE EXPENSES INTEREST EXPENSES	Registration  Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses	1,760.00 1,625.00 1,636.00 3,000.00 3,200.50	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.0C
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Registration  Insurance - D & O Insurance - Liability Workers' Compensation	1,760.00 1,625.00 1,636.00 3,000.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00 0.00
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Registration  Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00 0.00
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Registration  Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00  256.20  2,600.00  530.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00 0.00
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food Miscellaneous	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00  256.20 2,600.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00 0.00
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food Miscellaneous Parking	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00  256.20  2,600.00  530.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Hotel  Registration  Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food Miscellaneous Parking Piano Rental	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00  256.20  2,600.00  530.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Hotel  Registration  Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food Miscellaneous Parking Piano Rental Piano Tuning Programs	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00  256.20  2,600.00  530.00  550.00  800.00  263.74	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Hotel  Registration  Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food Miscellaneous Parking Piano Rental Piano Tuning Programs Props	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00  256.20  2,600.00  530.00  550.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Registration  Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food Miscellaneous Parking Piano Rental Piano Tuning Programs Props Scenery	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00  256.20  2,600.00  530.00  550.00  800.00  263.74	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Registration  Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food Miscellaneous Parking Piano Rental Piano Tuning Programs Props Scenery Sound Equipment	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00  256.20  2,600.00  530.00  550.00  800.00  263.74  1,500.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Registration  Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food Miscellaneous Parking Piano Rental Piano Tuning Programs Props Scenery	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00  256.20  2,600.00  530.00  550.00  800.00  263.74	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00
19 20 23	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Registration  Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food Miscellaneous Parking Piano Rental Piano Tuning Programs Props Scenery Sound Equipment	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00  256.20  2,600.00  530.00  550.00  800.00  263.74  1,500.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST	2,710.00 1,625.00 0.00 7,836.50
19 20 23 24A	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES	Registration  Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food Miscellaneous Parking Piano Rental Piano Tuning Programs Props Scenery Sound Equipment	1,760.00  1,625.00  1,636.00 3,000.00 3,200.50  1,650.00 256.20 2,600.00 530.00 550.00  800.00 263.74 1,500.00  2,996.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST  TOTAL INSURANCE	2,710.00 1,625.00 0.00 7,836.50
19 20 23 24A	CONFERENCE EXPENSES  INTEREST EXPENSES  INSURANCE EXPENSES  EVENT EXPENSES	Insurance - D & O Insurance - D & O Insurance - Liability Workers' Compensation  Concessions Expenses Contingency Copies Costumes Food Miscellaneous Parking Piano Rental Piano Tuning Programs Props Scenery Sound Equipment Theatre Rental	1,760.00  1,625.00  1,636.00  3,000.00  3,200.50  1,650.00  256.20  2,600.00  530.00  550.00  800.00  263.74  1,500.00	TOTAL TRAVEL  TOTAL CONFERENCE  TOTAL INTEREST  TOTAL INSURANCE	2,710.00 1,625.00 0.00

24E	MISCELLANEOUS EXPENSES			
			TOTAL MISCELLANEOUS	0.00
	TOTAL EXPENSES:	236,232.87		236,232.87
	NET SURPLUS/DEFICIT:	-35,833.07		-35,833.07

9:36 AM 01/09/23 Cash Basis

# Academy for New Musical Theatre, Inc. Balance Sheet

As of December 31, 2022

	Dec 31, 22
ASSETS Current Assets Checking/Savings Union Bank of Ca 3070021659 Union Bank of Ca2 ALNM	30,768 5,068
Total Checking/Savings	35,836
Total Current Assets	35,836
Other Assets Fidelity Brokerage Rent Deposit	108,383 4,200
Total Other Assets	112,583
TOTAL ASSETS	148,419
LIABILITIES & EQUITY Equity Opening Bal Equity Retained Earnings Net Income	503 131,904 16,012
Total Equity	148,419
TOTAL LIABILITIES & EQUITY	148,419

### NMI and ALNM combined Profit & Loss

September 2021 through August 2022

	Sep '21 - Aug 22
Ordinary Income/Expense	
Income 01C FUNDRAISING	
Crowdfunding	5,975.40
Total 01C FUNDRAISING	5,975.40
01E GOVERNMENT GRANTS California Arts Council City of Los Angeles (DCA) LA County Other Government Grants	47,100.00 13,360.00 16,374.00 5,000.00
Total 01E GOVERNMENT GRANTS	81,834.00
01F CONTRIBUTIONS Board Give Contributions from Individuals Foundations	4,275.00 3,740.00 32,697.21
Total 01F CONTRIBUTIONS	40,712.21
02A CURRICULUM INCOME Alumni Member Core Curriculum Craft Labs General Member Sandbox	3,850.00 17,576.25 7,014.02 16,225.00 240.00
Total 02A CURRICULUM INCOME	44,905.27
02B DRAMATURGY INCOME	15,215.00
02C EVENT INCOME Concession Income Participation Fees Ticket Sales	137.57 5,490.00 11,543.34
Total 02C EVENT INCOME	17,170.91
02D ONLINE INCOME Format Guidelines Resource Center	70.00 659.95
Total 02D ONLINE INCOME	729.95
02E RENTAL INCOME Rental Income - Members Rental Income - Non-Members Rental Peerspace	3,180.00 1,667.50 19,322.61
Total 02E RENTAL INCOME	24,170.11
05 ROYALTIES WMT Labs	175.00
Total 05 ROYALTIES	175.00
Total Income	230,887.85

### NMI and ALNM combined Profit & Loss

September 2021 through August 2022

_	Sep '21 - Aug 22
Expense	
07 SALARIES - W2	
Actors	7,641.25
Directors	4,850.00
Instructors/Dramaturgs	5,367.50
Music Directors/Pianists	6,025.00
Rental Supervisor	250.00
Staff	110,573.20
Stage Managers	1,600.00
Technical Crew	2,860.00
Total 07 SALARIES - W2	139,166.95
10 PAYROLL TAXES 11G PROFESSIONAL FEES - 1099	12,714.46
Consultant/Grant Writer/Instruc	-1,000.00
Online Evaluators	2,165.00
Tech Support	1,555.60
Total 11G PROFESSIONAL FEES - 1	2,720.60
12 MARKETING EXPENSES	
Advertising/Marketing	3,123.73
Postage & Delivery	848.98
Total 12 MARKETING EXPENSES	3,972.71
13 OFFICE EXPENSES	
<b>Building Maintenance</b>	1,481.94
Furniture & Equipment	952.46
Janitorial Services	800.00
Janitorial Supplies	207.53
Payment Processing Fees	1,793.78
Payroll Expenses	1,075.99
Piano Tuning	250.00
Postage and Delivery	116.00
Supplies	356.35
Telephone	2,255.04
Utilities	5,811.25
13 OFFICE EXPENSES - Other	160.56
Total 13 OFFICE EXPENSES	15,260.90
14 INFORMATION TECHNOLOGY	
Computer Hardware/Software	1,278.52
Web Hosting	479.07
Total 14 INFORMATION TECHNOLO	1,757.59
15 ROYALTY PAYMENT Writers' Royalties	3,953.23
Total 15 ROYALTY PAYMENT	3,953.23
16 BUILDING RENTAL 19 CONFERENCE EXPENSES	29,400.00 870.00
20 INTEREST EXPENSES 23 INSURANCE EXPENSES	2,001.00
Insurance - D & O	1,308.00
Insurance - Liability	1,535.00
Workers' Compensation	1,931.00
Total 23 INSURANCE EXPENSES	4,774.00

### NMI and ALNM combined Profit & Loss

September 2021 through August 2022

	Sep '21 - Aug 22
24A EVENT EXPENSES	
Costumes	307.96
Food	116.22
Marketing	30.00
Miscellaneous	3,525.00
Programs	396.17
Props	21.89
Theatre Rental	4,310.00
Total 24A EVENT EXPENSES	8,707.24
24B ARTIST HONORARIA	2,050.00
24C VOLUNTEER REIMBURSEMENTS	100.00
24E MISCELLANEOUS EXPENSES	162.00
Total Expense	227,610.68
Net Ordinary Income	3,277.17
Other Income/Expense Other Income	
Other Income	0.00
Total Other Income	0.00
Net Other Income	0.00
Net Income	3,277.17