

KYL DANCERS, INC.

Profit & Loss

April 2019

vs. YTD Budget

	<u>April - 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000 Ticket sales				
4010 Ticket Sales - CHI MAC	1,246	2,350	-1,104	53.02%
4000 Ticket Sales - Other	0	0	0	0.0%
Total 4000 Ticket sales	<u>1,246</u>	<u>2,350</u>	<u>-1,104</u>	<u>53.02%</u>
4100 Contracted performances				
4110 Local	8,500	7,000	1,500	121.43%
4120 Touring	0	0	0	0.0%
Total 4100 Contracted performances	<u>8,500</u>	<u>7,000</u>	<u>0</u>	<u>0.0%</u>
4200 Workshops and Lecture Fees	0	1,450	-1,450	0.0%
4300 Classes	459	1,600	-1,141	28.69%
4350 Youth Education	2,436	350	2,086	696.0%
4400 Rental Income	5,347	3,333	2,013	160.4%
4500 Merchandise Sales	0	208	-208	0.0%
Other Income				
4920 Residency	1,000	0	0	100.0%
4950 Ad Sales	0	0	0	0.0%
Total Other Income	<u>1,000</u>	<u>0</u>	<u>0</u>	<u>100.0%</u>
5000 Contributions - Individ.	1,335	1,111	224	120.18%
5100 Contributions - Board	7,000	8,167	-1,167	85.71%
5200 Contributions - Org.				
5210 Corporations	100	0	100	100.0%
5220 Foundations	13,215	73,000	-59,785	18.1%
5225 Foundations (Released)	28,066	0	28,066	100.0%
Total 5200 Contributions - Org.	<u>41,381</u>	<u>73,000</u>	<u>-31,619</u>	<u>56.69%</u>
5600 Finance Income				
5610 Interest	100	100	-0	99.91%
5700 Miscellaneous Income	0	0	0	0.0%
5750 Fundraising Events	0	0	0	0.0%
Total Income	<u>68,804</u>	<u>98,669</u>	<u>-29,866</u>	<u>69.73%</u>
Expense				
6000 Artistic Expense				
6110 Executive Artistic Director - Salary	12,156	12,167	-10	99.91%
6115 Assistant Artistic Director	5,985	6,000	-15	99.76%
6120 Residency Travel	0	0	0	0.0%
Total 6000 Artistic Expense	<u>18,142</u>	<u>18,167</u>	<u>-25</u>	<u>99.86%</u>
6200.1 Performance-Local & Domestic				
6210.1 Costumes	277	0	277	100.0%
6220.1 Dancers				
6222.1 Performance pay	8,250	2,850	5,400	289.47%
6224.1 Rehearsal pay	25,026	18,207	6,818	137.45%
Total 6220.1 Dancers	<u>33,276</u>	<u>21,057</u>	<u>12,218</u>	<u>158.03%</u>
6230.1 Musicians	361	0	361	100.0%
6240 Other	0	0	0	0.0%
6240.1 Per diem	400	167	233	240.04%
6250.1 Production Team	1,200	200	1,000	600.0%
6260.1 Stage Costs/Fixtures	11	0	11	100.0%
6270.1 Travel	1,149	467	682	246.18%
6280.1 Venue Rental	0	0	0	0.0%
6290.1 Videography/Photography	750	0	750	100.0%
Total 6200.1 Performance-Local & Domestic	<u>37,423</u>	<u>21,891</u>	<u>15,533</u>	<u>170.96%</u>

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April 2019
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	<u>April - 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
6200.2 Performance-International Touring				
6210.2 Costumes	0	0	0	0.0%
6220.2 Dancers				
6222.2 Performance pay	0	0	0	0.0%
Total 6220.1 Dancers	0	0	0	0.0%
6230.2 Musicians	0	0	0	0.0%
6250.2 Production Team	0	0	0	0.0%
6270.2 Travel	0	0	0	0.0%
Total 6200.2 Performance- International Touring	0	0	0	0.0%
6300 Teaching Expense				
6310 Teachers - Company Class	920	863	57	106.57%
6320 Guest Teachers	327	0	327	100.0%
6330 Teachers - Youth Education	5,841	3,533	2,307	165.31%
6340 Supplies	55	333	-278	16.52%
6300 Teaching Expense - Other	0	0	0	0.0%
Total 6300 Teaching Expense	7,143	4,730	2,413	151.01%
6335 Story Circle	0	0	0	0.0%
6350 Professional Development	0	167	-167	0.0%
6400 Program Development				
6410 Advertising and marketing	3,322	2,167	1,156	153.34%
6420 Lodging and meals	0	167	-167	0.0%
6430 Conferences and meetings	679	100	579	679.49%
6400 Program Development - Other	0	0	0	0.0%
6440 Research	113	167	-54	67.8%
Total 6400 Program Development	4,115	2,600	1,515	158.27%
6600 Facility Expense				
6610 Depreciation	0	0	0	0.0%
6620 Rent				
6621 Outside Studio Rental	0	0	0	0.0%
6222 Chi-Mac	2,800	2,800	0	100.0%
Total 6620 Rent	2,800	2,800	0	100.0%
6630 Repairs & Maint.	0	67	-67	0.0%
6640 Furniture & Equip.-Office	0	83	-83	0.0%
Total 6600 Facility Expense	2,800	2,950	-150	94.92%
6700 General / Administrative				
6705 Accounting	2,700	1,667	1,033	162.0%
6710 Bookkeeping	2,275	2,200	75	103.41%
6715 Dues and Subscriptions	40	833	-793	4.8%
6716 Bank/Merchant Service Fees	343	733	-390	46.79%
6722 Business Director	11,316	11,333	-17	99.85%
6723 Education Manager	9,663	9,707	-43	99.55%
6725 Insurance	977	1,500	-523	65.13%
6730 Meals and entertainment	1,136	257	879	442.69%
6735 Office Assistance	295	925	-630	31.89%
6737 InHale Staffing				
6737.1 InHale Curator/Administrator	900	800	100	112.5%
6737.2 InHale Technical Director	125	208	-83	60.0%
Total 6737 InHale Staffing	1,025	1,008	17	101.65%
6740 Office Supplies				
6740 Office Supplies	1,255	1,217	38	103.14%

KYL DANCERS, INC.

Profit & Loss

April 2019

vs. YTD Budget

	<u>April - 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
6741 Software	235	733	-498	32.04%
Total 6740 Office Supplies	1,490	1,950	-460	76.4%
6750 Payroll Service Expense	744	537	207	138.62%
6755 Payroll Taxes	8,401	7,375	1,026	113.91%
6760 Professional fees				
6761 Development Consultant	0	0	0	0.0%
6762 Booking Manager	1,000	333	667	300.01%
6763 Legal	1,060	1,200	-140	88.33%
6764 Translation	0	0	0	0.0%
Total 6760 Professional fees	2,060	1,533	527	134.35%
6768 Telephone and internet	590	583	7	101.14%
6770 Utilities	1,538	1,333	204	115.32%
Total 6700 General / Administrative	44,593	43,475	1,118	102.57%
6800 Fundraising				
6810 Events	93	0	93	100.0%
6820 Event Preparation - Cleaning	0	0	0	0.0%
6800 Fundraising	93	0	93	100.0%
Total Expense	114,308	93,979	20,329	121.63%
Net Ordinary Income	-45,505	4,690	-50,195	-970.15%
Other Income/Expense				
Other Income				
5500 In-Kind Contributions	25,283	25,283	0	100.0%
Total Other Income	25,283	25,283	0	100.0%
Other Expense				
7000 In-kind Expenses				
7010 Artistic Director	2,667	2,667	0	100.0%
7015 Costumes	1,167	1,167	0	100.0%
7025 Performance Pay	450	450	0	100.0%
7090 Musician	333	333	0	100.0%
7200 Venue Rental	933	933	0	100.0%
7250 Production Team	667	667	0	100.0%
7270 In-Kind Rent	3,467	3,467	0	100.0%
7410 Advertising & Marketing	7,433	7,433	0	100.0%
7800 Fundraising	8,167	8,167	0	100.0%
Total 7000 In-kind Expenses	25,283	25,283	0	100.0%
Total Other Expense	25,283	25,283	0	100.0%
Net Other Income	0	0	0	0.0%
Net Income	-45,505	4,690	-50,195	-970.15%

KYL DANCERS, INC.
Profit & Loss Annual Budget vs. Actual
 April 2019

	April 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 Ticket sales				
4010 Ticket Sales - CHI MAC	1,246	0	1,246	100.0%
4010 Ticket Sales	0	26,896	-26,896	0.0%
Total 4000 Ticket sales	1,246	26,896	-25,650	4.63%
4100 Contracted performances				
4110 Local	8,500	8,000	500	106.25%
4120 Touring	0	10,000	-10,000	0.0%
Total 4100 Contracted performances	8,500	18,000	-9,500	47.22%
4200 Workshop and Lecture Fees	0	1,750	-1,750	0.0%
4300 Classes	459	4,800	-4,341	9.56%
4350 Youth Education	2,436	3,550		
4400 Rental Income	5,347	10,000	-4,654	53.47%
4500 Merchandise Sales	0	625	-625	0.0%
Other Income				
4920 Residency	1,000	1,000	0	100.0%
4950 Ad Sales	0	500	-500	0.0%
Total Other Income	1,000	1,500	0	66.67%
5000 Contributions - Individ.	1,335	10,000	-8,665	13.35%
5100 Contributions - Board	7,000	73,500	-66,500	9.52%
5200 Contributions - Org.				
5210 Corporations	100	1,500	-1,400	6.67%
5220 Foundations	13,215	130,166	-116,951	10.15%
5225 Foundations (Released)	28,066	0	28,066	100.0%
Total 5200 Contributions - Org.	41,381	131,666	-90,285	31.43%
5600 Finance Income				
5610 Interest	100	300	-200	33.3%
5700 Miscellaneous Income	0	0	0	0.0%
5750 Fundraising Events	0	3,600	-3,600	0.0%
Total Income	68,804	286,187	-217,383	24.04%
Expense				
6000 Artistic Expense				
6110 Executive Artistic Director - Salary	12,156	36,500	-24,344	33.31%
6115 Assistant Artistic Director	5,985	18,000	-12,015	33.25%
6120 Residency	0	0	0	0.0%
Total 6000 Artistic Expense	18,142	54,500	-36,358	33.29%
6200.1 Performance-Local & Domestic	0	0	0	0.0%
6210.1 Costumes	277	0	277	100.0%
6220.1 Dancers				
6222.1 Performance pay	8,250	8,550	-300	96.49%
6224.1 Rehearsal pay	25,026	54,622	-29,596	45.82%
Total 6220.1 Dancers	33,276	63,172	-29,896	52.68%
6230.1 Musicians	361	0	361	100.0%
6240 Other	0	0	0	0.0%
6240.1 Per diem	400	500	-100	80.0%
6250.1 Production Team	1,200	200	1,000	600.0%
6260.1 Stage Costs/Fixtures	11	0	11	100.0%
6270.1 Travel	1,149	1,400	-251	82.06%

KYL DANCERS, INC.
Profit & Loss Annual Budget vs. Actual
 April 2019

	April 19	Budget	\$ Over Budget	% of Budget
6280.1 Venue Rental	0	0	0	0.0%
6290.1 Videography/Photography	750	1,100	-350	68.18%
Total 6200.1 Performance-Local & Domestic	37,423	66,372	-28,949	56.38%
6200.2 Performance-International Touring	0	0	0	0.0%
6210.2 Costumes	0	0	0	0.0%
6220.2 Dancers				
6222.2 Performance pay	0	0	0	0.0%
Total 6220.1 Dancers	0	0	0	0.0%
6230.2 Musicians	0	0	0	0.0%
6250.2 Production Team	0	0	0	0.0%
6270.2 Travel	0	0	0	0.0%
Total 6200.2 Performance-International Touring	0	0	0	0.0%
6300 Teaching Expense				
6310 Teachers - Company Class	920	2,590	-1,670	35.52%
6320 Guest Teachers	327	0	327	100.0%
6330 Teachers - Youth Education	5,841	10,600	-4,759	55.1%
6340 Supplies	55	1,000	-945	5.51%
6300 Teaching Expense - Other	0	0	0	0.0%
Total 6300 Teaching Expense	7,143	14,190	-7,047	50.34%
6335 Story Circle	0	0	0	0.0%
6350 Professional Development	0	500	-500	0.0%
6400 Program Development				
6410 Advertising and marketing	3,322	6,500	-3,178	51.12%
6420 Lodging and meals	0	500	-500	0.0%
6430 Conferences and meetings	679	300	379	226.5%
6400 Program Development - Other	0	0	0	0.0%
6440 Research	113	500	-387	22.6%
Total 6400 Program Development	4,115	7,800	-3,685	52.76%
6600 Facility Expense				
6610 Depreciation	0	0	0	0.0%
6620 Rent				
6221 Outside studio rental	0	0	0	0.0%
6222 Chi-Mac	2,800	8,400	-5,600	33.33%
Total 6620 Rent	2,800	8,400	-5,600	33.33%
6630 Repairs & Maint.	0	200	-200	0.0%
6640 Furniture & Equip.-Office	0	250	-250	0.0%
Total 6600 Facility Expense	2,800	8,850	-6,050	31.64%
6700 General / Administrative				
6705 Accounting	2,700	5,000	-2,300	54.0%
6710 Bookkeeping	2,275	6,600	-4,325	34.47%
6715 Dues and subscriptions	40	2,500	-2,460	1.6%
6716 Bank/Merchant Service Fees	343	2,200	-1,857	15.6%
6722 Business Director	11,316	34,000	-22,684	33.28%
6723 Education Manager	9,663	29,120	-19,457	33.18%
6725 Insurance	977	4,500	-3,523	21.71%
6730 Meals and entertainment	1,136	770	366	147.55%
6735 Office Assistance	295	2,775	-2,480	10.63%
6737 InHale Staffing				
6737.1 InHale Curator/Administrator	900	2,400	-1,500	37.5%
6737.2 InHale Technical Director	125	625	-500	20.0%
Total 6737 InHale Staffing	1,025	3,025	-2,000	33.88%
6740 Office Supplies				

KYL DANCERS, INC.
Profit & Loss Annual Budget vs. Actual
April 2019

	<u>April 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
6740 Office Supplies	1,255	3,650	-2,395	34.38%
6741 Software	235	2,200	-1,965	10.68%
Total 6740 Office Supplies	1,490	5,850	-4,360	25.47%
6750 Payroll Service Expense	744	1,610	-866	46.21%
6755 Payroll Taxes	8,401	22,125	-13,724	37.97%
6760 Professional fees				
6761 Development Consultant	0	0	0	0.0%
6762 Booking Manager	1,000	1,000	0	100.0%
6763 Legal	1,060	3,600	-2,540	29.44%
6764 Translation	0	0	0	0.0%
Total 6760 Professional fees	2,060	4,600	-2,540	44.78%
6768 Telephone and internet	590	1,750	-1,160	33.71%
6770 Utilities	1,538	4,000	-2,462	38.44%
Total 6700 General / Administrative	44,593	130,425	-85,832	34.19%
6800 Fundraising				
6810 Events	93	3,550	-3,457	2.61%
6800 Fundraising - Other	0	4,500	-4,500	0.0%
Total 6800 Fundraising	93	8,050	-7,957	1.15%
Total Expense	114,308	290,687	-176,379	39.32%
Net Ordinary Income	-45,505	-4,500	-41,005	1,011.22%
Other Income/Expense				
Other Income				
5500 In-Kind Contributions	25,283	75,850	-50,567	33.33%
Total Other Income	25,283	75,850	-50,567	33.33%
Other Expense				
7000 In-kind Expenses				
7010 Artistic Director	2,667	8,000	-5,333	33.33%
7015 Costumes	1,167	3,500	-2,333	33.33%
7025 Performance Pay	450	1,350	-900	33.33%
7090 Musician	333	2,000	-1,667	16.67%
7200 Venue Rental	933	1,000	-67	93.33%
7250 Production Team	667	2,800	-2,133	23.81%
7270 In-Kind Rent	3,467	10,400	-6,933	33.33%
7410 Advertising & Marketing	7,433	22,300	-14,867	33.33%
7800 Fundraising	8,167	24,500	-16,333	33.33%
Total 7000 In-kind Expenses	25,283	75,850	-50,567	33.33%
Total Other Expense	25,283	75,850	-50,567	33.33%
Net Other Income	0	0	0	0.0%
Net Income	-45,505	-4,500	-41,005	1,011.22%

KYL DANCERS, INC.

Balance Sheet

As of April 30, 2019

April 30, 2019

ASSETS

Current Assets

Checking/Savings

1090 Petty Cash	150
TD Ameritrade-Investments	109
Wells Fargo Platinum Checking	44,728
Wells Fargo Platinum Checking 2	3,794
Wells Fargo Platinum Savings	200,137
Total Checking/Savings	248,918

Accounts Receivable

1200 Accounts Receivable	10,000
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Total Accounts Receivable	10,000
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Total Other Current Assets	258,918
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Total Current Assets	258,918
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Fixed Assets

1500 Building Improvements	6,177
1510 Equipment	2,255
1520 Computer Equipment	2,500
1530 Furniture and furnishings	2,933
1600 Accumulated Depreciation	-13,631
Total Fixed Assets	235

Other Assets

1800 Prepaid Expenses	1,127
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Total Other Assets	1,127
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TOTAL ASSETS	260,280
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LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000 Accounts payable	0
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Total Accounts Payable	0
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Other Current Liabilities

2050 Accrued expenses	6,300
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2100 Payroll liabilities	75
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Total Other Current Liabilities	6,375
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Total Current Liabilities	6,375
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Equity

3200 Unrestricted Net Assets	249,244
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3300 Temp restricted	50,167
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Net Income	-45,505
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Total Equity	253,905
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TOTAL LIABILITIES & EQUITY	260,280
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**Kun Yan Lin Dancers
Summary of Cash
As of 04/30/19**

Cash Balance @ 04/30/19	248,918
Less: Restricted Cash	(40,166)
Unrestricted Cash @ 04/30/19	<u><u>208,752</u></u>

Kun-Yang Lin Dancers
Temporarily Restricted Rollforward
April 30, 2019

	Balance			Balance	
	12/31/2018	Additions	Releases	4/30/2019	
PCA - Preserving Diverse Cultures (9/1/2018-8/31/2019)	8,333	-	(4,167)	4,166	
PCA - AOP (9/1/2018-8/31/2019)	2,000	-	(1,000)	1,000	
PCFund 1st of 3 yr operating grant - \$11,597 (3/12) in 2019	2,899	-	(2,899)	-	
Samuel S. Fels Fund (7/1/18-6/30/20 \$20,000 - 24 months)	15,000	-	(3,333)	11,667	
William Penn Foundation	50,000	-	(16,667)	33,333	
Balance Sheet Total	78,232	-	(28,066)	50,166	Calculated Balance

78,233 audit

50,166 QB Balance

(0)

0 Difference

Restricted Cash On Hand

William Penn Foundation	33,333
PCA - Preserving Diverse Cultures (2018-2019)	4,166
PCA - AOP (2018-2019)	1,000
Samuel S. Fels Fund (7/1/18-6/30/20 \$20k 24 months, received \$10	1,667
Total Restricted Cash On Hand	40,166