

Cain Center for the Arts Performance P/L Report
Q1 - July-October 2023

Event	Country/Pop	Country/Pop	Comedian	Comedian	Comedian	Big Band	Big Band	Big Band	Theatre-Comedy	Theatre-Comedy	Contemporary Dance	Contemporary Dance	Folk	Folk
# of Performances	1	1	7	7	7	18	18	18	17	17	8	8	9	9
2023	2023	2023	2023	2023	2023	2023	2023	2023	2023	2023	2023	2023	2023	2023
Canann Cox	Canann Cox	Canann Cox	Mike Goodwin	Mike Goodwin	Mike Goodwin	The Fabulous Equinox Orchestra	FEO Actuals	LKN Songwriters Showcase	LKN Songwriters Actuals	LKN Songwriters Actuals	Stewart Owen Dance	Stewart Owen Actuals	The Steel Wheels	The Steel Wheels Actuals
8/25/2023	9/9/2023	9/9/2023	9/9/2023	9/9/2023	9/13/2023	9/13/2023	9/13/2023	9/16/2023	9/16/2023	9/16/2023	9/23/2023	9/23/2023	9/29/2023	9/29/2023
188	203	263	358	358	225	177	177	123	176	176	451	186	244	176
50%	50%	70%	70%	70%	60%	60%	60%	50%	50%	50%	60%	60%	65%	65%
AVG Ticket Price	31	32	32	32	48	48	48	25	25	25	48	48	39	39
Revenue														
Ticket Sales	\$5,785.00	\$7,180.00	\$8,498.00	\$14,145.00	\$10,789.23	\$8,480.00	\$3,075.00	\$4,900.00	\$21,636.00	\$7,940.00	\$9,479.60	\$7,786.00		
Credit Card Fees	\$28.93	\$35.46	\$42.49	\$68.67	\$0.00	\$41.34	\$0.00	\$25.48	\$0.00	\$40.13	\$0.00	\$36.69		
Box office Fee & box office fee state tax	\$0.00	\$113.05	\$42.49	\$42.49	\$53.95	\$26.75	\$15.38	\$83.08	\$108.18	\$57.78	\$47.40	\$122.07		
Facility Fees	\$562.50	\$654.00	\$787.50	\$1,137.00	\$675.00	\$548.00	\$369.00	\$688.00	\$1,353.60	\$570.00	\$731.25	\$555.00		
Food & Bev	\$1,663.13	\$2,955.00	\$2,328.38	\$2,599.00	\$1,995.75	\$1,147.00	\$1,091.01	\$2,592.00	\$4,002.14	\$951.00	\$2,162.06	\$2,007.00		
Parking	\$200.00	\$0.00	\$350.00	\$100.00	\$350.00	\$60.00	\$20.00	\$20.00	\$60.00	\$60.00	\$60.00	\$60.00		
Total Revenue	\$8,239.55	\$10,937.51	\$12,048.86	\$18,092.16	\$13,863.92	\$10,301.09	\$4,900.39	\$8,208.56	\$27,699.92	\$9,618.91	\$12,770.31	\$10,506.76		
Expenses														
Insurance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Backline/Outsourced Equipment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$442.33	\$0.00	\$0.00	\$1,000.00	\$209.78	\$0.00	\$0.00	\$0.00	\$0.00
Contract Labor - Production Needs	\$850.00	\$225.00	\$250.00	\$250.00	\$850.00	\$360.00	\$850.00	\$650.00	\$2,000.00	\$1,335.00	\$650.00	\$2,550.00	\$2,550.00	\$2,550.00
Contract Labor - Artist Fees	\$2,000.00	\$2,000.00	\$2,250.00	\$7,439.74	\$6,500.00	\$6,500.00	\$1,000.00	\$1,000.00	\$6,000.00	\$6,000.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00
Contract Labor - CMPD	\$300.00	\$0.00	\$200.00	\$400.00	\$200.00	\$168.00	\$200.00	\$168.00	\$400.00	\$168.00	\$200.00	\$168.00	\$168.00	\$168.00
Contract Labor - Fire Marshall	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Contract Labor - Show Pros	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Contract Labor - ADA Interpreter	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Contract Labor - F&B	\$190.00	\$243.50	\$240.00	\$243.50	\$300.00	\$193.50	\$300.00	\$193.50	\$480.00	\$193.50	\$240.00	\$240.00	\$150.00	\$150.00
PT Labor - Ticket/FOH	\$200.00	\$200.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$300.00	\$300.00	\$300.00	\$300.00	\$150.00	\$150.00
PT Labor - Event Manager	\$250.00	\$250.00	\$250.00	\$250.00	\$150.00	\$150.00	\$150.00	\$150.00	\$300.00	\$300.00	\$300.00	\$300.00	\$150.00	\$150.00
F&B Tip Out	\$100.00	\$532.00	\$100.00	\$452.00	\$100.00	\$208.00	\$100.00	\$520.00	\$200.00	\$166.00	\$100.00	\$334.00	\$334.00	\$334.00
Contract Labor - Valet	\$600.00	\$469.19	\$700.00	\$312.50	\$550.00	\$200.06	\$400.00	\$505.00	\$1,430.00	\$260.02	\$600.00	\$230.04	\$230.04	\$230.04
Parking lot rental	\$250.00	\$52.00	\$250.00	\$52.00	\$250.00	\$52.00	\$250.00	\$52.00	\$250.00	\$52.00	\$250.00	\$52.00	\$52.00	\$52.00
F&B Product	\$500.00	\$507.50	\$500.00	\$435.37	\$500.00	\$174.11	\$500.00	\$436.43	\$1,000.00	\$156.40	\$500.00	\$360.54	\$360.54	\$360.54
Artist Catering	\$300.00	\$224.76	\$100.00	\$120.27	\$300.00	\$157.27	\$75.00	\$90.50	\$200.00	\$124.12	\$300.00	\$148.16	\$148.16	\$148.16
Royalties	\$99.65	\$99.65	\$145.89	\$145.89	\$323.68	\$254.40	\$53.85	\$363.23	\$363.23	\$363.23	\$160.89	\$160.89	\$160.89	\$160.89
Advertising	\$1,041.30	\$1,322.46	\$1,092.60	\$1,278.71	\$1,618.38	\$1,466.33	\$553.50	\$614.70	\$3,245.40	\$2,457.16	\$1,312.56	\$834.32	\$834.32	\$834.32
Hotels	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Booking Fee	\$500.00	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00	\$500.00	\$500.00
Miscellaneous	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Expenses	\$7,180.95	\$6,626.06	\$6,228.49	\$11,529.98	\$12,042.06	\$10,476.01	\$4,582.35	\$4,583.98	\$17,168.63	\$12,085.21	\$7,813.45	\$5,992.94	\$5,992.94	
Program Net Revenue	\$1,058.60	\$4,311.45	\$5,820.36	\$6,562.18	\$1,821.86	-\$174.92	\$318.04	\$3,624.58	\$10,531.29	-\$2,466.30	\$4,956.86	\$4,513.82	\$4,513.82	
Profit Margin	13%	39%	48%	36%	13%	-2%	6%	44%	38%	-26%	39%	43%	43%	