

Ruth Eckerd Hall, Inc.
Statement of Revenues and Expenditures
Quarter Ending 03/31/20

| | Quarter Ending 03-31-20 Actual | Quarter Ending 03-31-20 Budget | Quarter Variance | YTD Actual | YTD Budget | YTD Variance | Approved Budget |
|---------------------------------|-----------------------------------|-----------------------------------|---------------------|------------------|------------------|-------------------|--------------------|
| Presenting Revenue | \$1,349,141 | \$1,595,042 | (\$245,901) | \$2,157,300 | \$2,720,141 | (\$562,841) | \$3,726,131 |
| Presenting Expenses | \$1,040,331 | \$1,344,161 | \$303,830 | \$1,696,165 | \$2,279,883 | \$583,718 | \$3,127,031 |
| Net Programming Margin | \$308,810 | \$250,881 | \$57,929 | \$461,135 | \$440,258 | \$20,877 | \$599,100 |
| Revenues From Operations | | | | | | | |
| Revenues | | | | | | | |
| Patron Services | \$14,487 | \$12,050 | \$2,437 | \$29,810 | \$29,600 | \$210 | \$49,000 |
| Food And Beverage | \$132,196 | \$180,990 | (\$48,794) | \$221,811 | \$280,147 | (\$58,336) | \$444,967 |
| Education | \$415 | \$2,125 | (\$1,710) | \$415 | \$4,250 | (\$3,835) | \$13,500 |
| Environmental Operations | \$1,352 | \$5,500 | (\$4,148) | \$4,072 | \$8,500 | (\$4,428) | \$12,500 |
| Institutional Support | \$58 | \$0 | \$58 | \$89 | \$0 | \$89 | \$0 |
| Total Revenues | \$148,508 | \$200,665 | (\$52,157) | \$256,197 | \$322,497 | (\$66,300) | \$519,967 |
| Expense of Operations | | | | | | | |
| Expenses | | | | | | | |
| Development | \$3,823 | \$0 | (\$3,823) | \$5,638 | \$0 | (\$5,638) | \$0 |
| Finance & Human Resources | \$0 | \$23 | \$23 | \$0 | \$45 | \$45 | \$90 |
| Theater Administration | \$14,154 | \$15,069 | \$915 | \$28,149 | \$32,214 | \$4,065 | \$67,093 |
| Patron Services | \$8,116 | \$5,423 | (\$2,693) | \$14,182 | \$15,336 | \$1,154 | \$26,657 |
| Food And Beverage | \$33,042 | \$43,898 | \$10,856 | \$59,215 | \$74,233 | \$15,018 | \$131,874 |
| Information Technology | \$3,624 | \$3,375 | (\$249) | \$6,613 | \$7,100 | \$487 | \$14,300 |
| Ticket Office | \$7,163 | \$6,177 | (\$986) | \$11,427 | \$12,548 | \$1,121 | \$22,877 |
| Education | \$3,312 | \$7,300 | \$3,988 | \$3,312 | \$12,500 | \$9,188 | \$28,550 |
| Technical Operations | \$21,098 | \$22,080 | \$982 | \$43,567 | \$46,541 | \$2,974 | \$114,576 |
| Environmental Operations | \$36,500 | \$32,850 | (\$3,650) | \$81,100 | \$64,080 | (\$17,020) | \$123,350 |
| Marketing And Public Relations | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Institutional Support | \$1,448 | \$1,830 | \$382 | \$5,123 | \$3,630 | (\$1,493) | \$7,300 |
| Interest | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Depreciation | \$6,940 | \$8,250 | \$1,310 | \$13,892 | \$16,500 | \$2,608 | \$33,000 |
| General & Administrative | \$11,138 | \$11,702 | \$564 | \$21,777 | \$22,778 | \$1,001 | \$45,573 |
| Total Expenses | \$150,358 | \$157,977 | \$7,619 | \$293,995 | \$307,505 | \$13,510 | \$615,240 |
| Net Operating Results | \$306,960 | \$293,569 | \$13,391 | \$423,337 | \$455,250 | (\$31,913) | \$503,827 |

Bilheimer Capitol Theater Confirmed Performance Listing

From Date:

10/1/2019

To Date:

9/30/2020

| Event | Performance Date | Number of Perfs. |
|--------------------------------|-------------------------|-------------------------|
| Piff The Magic Dragon | 10/5/2019 | 1 |
| Steven Page | 10/9/2019 | 1 |
| Jeanne Robertson | 10/11/2019 | 1 |
| Marty Stuart: The Pilgrim | 10/13/2019 | 1 |
| CAL Petty's Damn the Torpedoes | 10/17/2019 | 1 |
| Cat & Nat #MOMTRUTHS Live | 10/22/2019 | 1 |
| Wynonna & The Big Noise | 10/24/2019 | 1 |
| Rumours of Fleetwood Mac | 10/25/2019 | 1 |
| Rick Wakeman | 10/26/2019 | 1 |
| Gin Blossoms | 11/1/2019 | 1 |
| Justin Hayward | 11/5/2019 | 1 |
| Kashmir - Led Zeppelin Tribute | 11/7/2019 | 1 |
| The Hooters | 11/9/2019 | 1 |
| Vintage Trouble | 11/12/2019 | 1 |
| The Wizards of Winter | 11/15/2019 | 1 |
| The Fab Four | 11/21/2019 | 1 |
| John Oates | 11/22/2019 | 1 |
| Steven Wright | 11/23/2019 | 1 |
| Celtic Angels Christmas | 12/5/2019 | 1 |
| Sutton Foster | 12/6/2019 | 1 |
| Leonid & Friends | 12/7/2019 | 1 |
| Don McLean | 12/13/2019 | 1 |
| Peter White Christmas | 12/14/2019 | 1 |
| The Outlaws & Firefall | 12/20/2019 | 2 |
| Rockapella Christmas | 12/22/2019 | 1 |
| Hot Tuna Acoustic | 12/28/2019 | 1 |
| Meat Loaf Presents BAT | 1/10/2020 | 1 |
| The Righteous Brothers | 1/14/2020 | 1 |
| TUSK - Fleetwood Mac Tribute | 1/17/2020 | 1 |
| Ottmar Liebert & Luna Negra | 1/18/2020 | 1 |
| Jonny Lang | 1/20/2020 | 2 |
| Jesse Cook | 1/23/2020 | 1 |
| Engelbert Humperdinck | 1/24/2020 | 1 |
| The Robert Cray Band | 1/25/2020 | 1 |
| Kris Kristofferson | 1/26/2020 | 1 |
| Lyle Lovett | 1/27/2020 | 1 |
| Lyle Lovett | 1/28/2020 | 1 |
| Rita Rudner & Louie Anderson | 1/29/2020 | 1 |
| Gaelic Storm | 1/30/2020 | 1 |
| Rodney Crowell | 1/31/2020 | 1 |

| Event | Performance Date | Number of Perfs. |
|--------------------------------|-------------------------|-------------------------|
| Sinbad | 2/1/2020 | 1 |
| Lucinda Williams | 2/7/2020 | 2 |
| Arlo Guthrie | 2/9/2020 | 1 |
| Los Lobos | 2/13/2020 | 1 |
| Paul Thorn | 2/14/2020 | 1 |
| Les Ballets Trockadero | 2/15/2020 | 1 |
| Don Felder | 2/16/2020 | 1 |
| Michael Feinstein | 2/18/2020 | 1 |
| Big Bad Voodoo Daddy | 2/20/2020 | 1 |
| Tom Papa | 2/21/2020 | 1 |
| Jim Messina | 2/22/2020 | 1 |
| Judy Collins | 2/23/2020 | 1 |
| UFO | 2/26/2020 | 1 |
| Shel a & Bernie Williams | 2/27/2020 | 1 |
| The Office! A Musical Parody | 2/28/2020 | 3 |
| Steep Canyon Rangers | 3/1/2020 | 1 |
| The ELO Experience: 50th Anniv | 3/4/2020 | 1 |
| Gary Gulman:Peace of Mind Tour | 3/5/2020 | 1 |
| Kenny G | 3/6/2020 | 1 |
| The Naked Magicians | 3/8/2020 | 1 |
| Yankees Red Sox RivalryReunion | 3/9/2020 | 1 |
| Jim Breuer: Live and Let Laugh | 3/10/2020 | 1 |
| The Weight Band | 3/12/2020 | 1 |
| Southside Johnny & AsburyJukes | 3/13/2020 | 1 |
| CAL The Beatles' Sgt. Pepper's | 6/18/2020 | 1 |
| Leo Kottke | 6/20/2020 | 1 |
| Jon Anderson w/ Paul Green | 7/3/2020 | 1 |
| Pablo Cruise | 7/18/2020 | 1 |
| CAL AC/DC's Back in Black | 7/19/2020 | 1 |
| Killer Queen | 7/21/2020 | 1 |
| Todd Rundgren | 8/4/2020 | 2 |
| Stephen Lynch | 8/18/2020 | 1 |
| Ricky Skaggs | 8/20/2020 | 1 |
| David Archuleta | 8/22/2020 | 1 |
| The SteelDrivers | 8/28/2020 | 1 |
| Boney James: Solid Tour 2020 | 9/16/2020 | 1 |
| Trey Kennedy | 9/24/2020 | 1 |

Total Bilheimer Capitol Theater Confirmed Performances:
83