



# Auxiliary Programs Corporation

## Board of Directors Meeting

Annual Meeting and Quarterly  
Regular Meeting Agenda

Tuesday, February 16, 2016

2:00 PM

Captain's Room, B-102

800 South College Drive, Santa Maria, CA 93454



Auxiliary Programs Corporation  
Board of Directors  
Annual Meeting and Quarterly Regular Meeting  
February 16, 2016 – 2:00 PM  
Agenda

Captain's Room, B-102  
800 S. College Drive, Santa Maria, CA 93454

|   | <u>Page</u> | <u>Est. Time</u> |
|---|-------------|------------------|
| <b><u>Annual Meeting</u></b>  |             |                  |
| 1. Call to Order  |             | 2:00 PM          |
| 2. <u>Information</u>   |             |                  |
| 2.a. Appointment of Directors   | 3           |                  |
| A report on the Superintendent/President's appointment of directors.  |             |                  |
| 3. <u>Action Items</u>  |             |                  |
| 3.a. Election of Officers   | 4           |                  |
| A recommendation that the board of directors elect a president, treasurer, and secretary.   |             |                  |
| 3.b. 2016 Meeting Dates   | 5           |                  |
| A recommendation that the board of directors hold its quarterly meetings at 2:00 p.m. on May 17, August 16, and November 15, 2016.  |             |                  |
| <b><u>Regular Meeting</u></b>   |             |                  |
| 4. <u>Public Comment</u>  |             | 2:15 PM          |
| Public comment not pertaining to specific agenda items is welcome under public comment. Testimony on specific agenda items will be welcome after the discussion of the item by the Board of Trustees. When public testimony is completed regarding a specific agenda item, the discussion is then closed for public comment and will be confined to board members only. This practice is in accordance with laws governing Board of Directors meetings in public. |             |                  |

- |      |  |         |
|------|--|---------|
| 5.   | <u>Action Items</u>  | 2:20 PM |
| 5.a. | Minutes of the November 17, 2015 Meeting<br>A recommendation to approve the minutes of the November 17, 2015 meeting.  | 6       |
| 5.b. | Acceptance of Cash Donations of \$500 or Greater to PCPA<br>A recommendation to approve donations to PCPA of \$500 or greater made during the period of November 1, 2015 through January 31, 2016.   | 9       |
| 5.c. | PCPA Public Relations/Advertising Report of Expenses/<br>In-kind Promotions/Cash Sponsorships of \$500 or Greater<br>A recommendation to approve the public relations/<br>advertising expenses/in-kind trade/cash sponsorships of \$500 or greater for the period November 1, 2015 through January 31, 2016. | 10      |
| 6.   | <u>Information Items</u>   | 2:40 PM |
| 6.a. | Financial Report for Auxiliary Programs<br>A report on year-to-date financial data and the resulting impact on fund balances for the Associated Student Body fund, Bookstore fund, PCPA fund and Student Clubs Agency fund.  | 11      |
| 7.   | <u>Oral Reports</u>  | 2:45 PM |
| 7.a. | Oral Reports<br>An oral update of activities will be presented for auxiliary programs.   |         |
| 8.   | Adjournment  | 3:00 PM |

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact the President's Office at (805) 922-6966 ext. 3454. Please make requests 48 hours prior to the meeting in order to make reasonable arrangements to ensure accessibility to this meeting.



|  |                          |                                |
|--|--------------------------|--------------------------------|
| To: Board of Directors                             |                          | Date:<br><br>February 16, 2016 |
| From: Kevin G. Walthers                            |                          |                                |
| Subject: Appointment of Directors                  |                          |                                |
| Reason for Board Consideration:<br><br>INFORMATION | Item Number:<br><br>2.a. | Enclosures:<br><br>Page 1 of 1 |

### Background

Article V, Section 4, "Selection and Tenure," of the Auxiliary Programs Corporation Bylaws designates the college superintendent/president and chief financial officer as ex-officio voting directors of the corporation. The other three directors shall be selected as follows: one (1) academic administrator appointed by the superintendent/president; one (1) regular faculty member nominated by the Academic Senate and appointed by the superintendent/president; and one (1) student member nominated by the Associated Student Body Government and appointed by the superintendent/president. In addition, one (1) college trustee serves as a non-voting director.

- The superintendent/president reappoints George Railey, Jr., Associate Superintendent/Vice President, Academic Affairs, to serve as the academic administrator for 2016.
- On a nomination from the Academic Senate, the superintendent/president reappoints Andrea Sanders to serve as the faculty member for 2016.
- On a nomination from the Associated Student Body Government, the superintendent/president reappoints John Vilarino to serve as the student member for the remainder of the academic year 2015-16.
- At its December 8, 2015 meeting, the Allan Hancock College Board of Trustees appointed Larry Lahr to be the non-voting trustee director for 2016.

The current composition of the Auxiliary Programs Corporation Board of Directors is:

Kevin G. Walthers, Superintendent/President  
Michael Black, Associate Superintendent/Vice President, Finance and Administration  
Larry Lahr, (non-voting) trustee representative  
George Railey, Jr., Associate Superintendent/Vice President, Academic Affairs  
Andrea Sanders, faculty representative  
John Vilarino, student representative

|   |                    |
|---|--------------------|
| Administrator Initiating Item:<br><br>Kevin G. Walthers | Final Disposition: |
|---|--------------------|



## AUXILIARY PROGRAMS CORPORATION BOARD AGENDA ITEM

|   |                          |                                |
|---|--------------------------|--------------------------------|
| To: Board of Directors                        |                          | Date:<br><br>February 16, 2016 |
| From: Kevin G. Walthers                       |                          |                                |
| Subject: Election of Officers                 |                          |                                |
| Reason for Board Consideration:<br><br>ACTION | Item Number:<br><br>3.a. | Enclosures:<br><br>Page 1 of 1 |

Background

Officers of the Auxiliary Programs Corporation are elected each spring at the annual meeting of the board of directors. Article VII, Section 4, of the Auxiliary Programs Corporation Bylaws states: "The officers of the corporation shall be a President, a Treasurer, and a Secretary."

Current officers are: Kevin G. Walthers, president; Michael Black, treasurer; and Andrea Sanders, secretary.

Fiscal Impact

None.

Recommendation

It is recommended that the board of directors elect from among its members a president, treasurer, and secretary to serve a one-year term.

|   |                    |
|---|--------------------|
| Administrator Initiating Item:<br><br>Kevin G. Walthers | Final Disposition: |
|---|--------------------|



## AUXILIARY PROGRAMS CORPORATION BOARD AGENDA ITEM

|   |                          |                                |
|---|--------------------------|--------------------------------|
| To: Board of Directors                        |                          | Date:<br><br>February 16, 2016 |
| From: Kevin G. Walthers                       |                          |                                |
| Subject: 2016 Meeting Dates                   |                          |                                |
| Reason for Board Consideration:<br><br>ACTION | Item Number:<br><br>3.b. | Enclosures:<br><br>Page 1 of 1 |

Background

Section 3 of the Auxiliary Programs Corporation bylaws specify that “regular meetings of the board of directors shall be held at least quarterly.”

It is recommended that the board of directors meet on Tuesdays at 2:00 p.m. on the following dates:

May 17, 2016

August 16, 2016

November 15, 2016

Fiscal Impact

None.

Recommendation

It is recommended that the board of directors hold its quarterly meetings at 2:00 p.m. on May 17, August 16, and November 15, 2016.

|   |                    |
|---|--------------------|
| Administrator Initiating Item:<br><br>Kevin G. Walthers | Final Disposition: |
|---|--------------------|



Auxiliary Programs Corporation  
 Board of Directors  
 Quarterly Regular Meeting  
 Tuesday, November 17, 2015 – 2:00 PM  
 Captain's Room, Building B-102  
 Minutes

1. Call to Order

Dr. Kevin Walthers called the meeting to order at 2:04 p.m. with the following directors present: Michael Black, Larry Lahr, George Railey, Andrea Sanders, John Vilarino, and Kevin Walthers

Staff members present: Mark Booher, Tammy York

Note taker: Melinda Martinez

2. Public Comment

No public comment was made.

3. Action Items

3.a. Appointment of Directors

On a motion by Andrea Sanders, seconded by George Railey, the Board voted to approve the appointment of John Vilarino as the student representative to the Auxiliary Programs Corporation Board of Directors for the remainder of the 2015-16 academic year.

3.b. Approval of Minutes of the September 8, 2015 Quarterly Meeting

On a motion by Andrea Sanders, seconded by Michael Black, the Board voted to approve the minutes of the September 8, 2015 quarterly meeting.

3.c. Acceptance of Cash Donations of \$500 or Greater to PCPA

On a motion by Michael Black, seconded by Andrea Sanders, the Board voted to accept the donations of \$500 or greater to PCPA for the period of August 1, 2015 through October 31, 2015.

3.d. PCPA Public Relations/Advertising Report of Promotions and Sponsorships of \$500 or Greater

On a motion by Michael Black, seconded by Andrea Sanders, the Board voted to approve the quarterly PCPA public relations/advertising expenses/in-kind trade and cash sponsorships of \$500 or greater for the period of May 1, 2015 through October 31, 2015.

#### 4. Information

##### 4.a. Financial Report for Auxiliary Programs

Michael Black reported the Athletics budget is having challenges with the auxiliary activities allocation for the intercollegiate activities. Mr. Black noted some expenses can be paid by the District. They plan to move those expenses to the District budget to free up auxiliary funds. He also shared that historically, the funding allocation has been given quarterly, and the timing of the allotment does not always meet the needs. As a result, they are looking into providing the allotment to Athletics sooner. There was nothing further noted in the financial report.

##### 4.b. Oral Reports

###### **Bookstore:**

Tammy York provided bookstore statistics for the fall noting 392 titles were available for rent; 3,700 titles were rented, saving students \$164,000 this semester with the new partnership program; and approximately 50 percent of books were used and available for students, whereas the national average is 20 percent and below.

The bookstore is in the process of having their annual children's book drive November-December, with proceeds going to the Children's Center Book Fund.

Ms. York stated that the bookstore is preparing for the spring term. She acknowledged all departments for getting their textbook requisitions in on time, and complimented AHC faculty and staff for being outstanding.

Ms. York explained the change in policy to not accept the Higher One Bulldog Card to secure textbook rentals. Students could pay their fees with the Bulldog Card, but were only allowed to secure their textbook rental by cash deposit, credit card or another form of payment.

John Vilarino asked for more information regarding the partnership program. Ms. York explained that the bookstore is partnered with the Nebraska Book Company for the textbook rental program. With this partnership program, the bookstore receives bigger rebates and more savings to students.

###### **PCPA:**

Mark Booher reported Cinderella sold 75 percent of its box office goal before it had opened. Cinderella just opened last week and is at 81 percent of its box office goal. They have sold \$310,000 of the \$383,000 goal. There will be additional seats available for sale and the expectation is that Cinderella will exceed the goal amount.

The PCPA Foundation held a gala opening night fundraiser. Dr. Walthers shared the PCPA Foundation was estimating a \$50,000 net from the event.



Mr. Booher shared they are in the midst of the PCPA managing director search. He also explained there is a need for program coordination in the technical theatre training program, but not any resources to fill that position. Mr. Booher will be discussing this concern in other meetings.

Mr. Booher provided an update on the final report from the consultancy group Sutherland Edwards, who conducted an evaluation on the inter-relationship between PCPA and the PCPA Foundation. The entire group met to discuss the findings. PCPA will be working with the PCPA Foundation to write a response to the findings. They will also be reviewing governance structures.

Mr. Booher also received the engineering report with the findings from the structural evaluation of the Solvang Festival Theatre. He explained the theatre structure hangs on telephone and lighting poles and hovers over the foundation, rather than sits on the foundation. Mr. Booher shared that previously an investigation was conducted on the health of the wood and the findings were minor. The recent engineering evaluation has indicated that the structural poles must be replaced. Further meetings and planning will take place to determine a plan of action on how to proceed.

There was a brief discussion about the obligation of repairs and responsibility of the college and/or Solvang Festival Theatre. Dr. Walthers and Mr. Booher provided further details of how the Solvang Festival Theatre works cooperatively with PCPA to offer plays in Solvang. Mr. Booher will have a follow-up report at the next Auxiliary Programs Corporation Board of Directors meeting.

Mr. Booher shared titles of upcoming plays planned for 2017 and wrapped up his report by sharing two last items. PCPA is producing new recruitment videos for the acting and technical theater training program. Lastly, new staff member Kristen La Grange, will be tasked with reinventing their social media sites. Dr. Walthers suggested that she work with Andrew Masuda from Public Affairs for his assistance with social media.

5. Adjournment

Dr. Kevin Walthers adjourned the meeting at 2:37 p.m.



## AUXILIARY PROGRAMS CORPORATION BOARD AGENDA ITEM

|  |                          |                                |
|--|--------------------------|--------------------------------|
| To: Board of Directors   |                          | Date:<br><br>February 16, 2016 |
| From: Jennifer Schwartz  |                          |                                |
| Subject: Acceptance of Cash Donations of \$500.00 or Greater to PCPA |                          |                                |
| Reason for Board Consideration:<br><br>ACTION                        | Item Number:<br><br>5.b. | Enclosures:<br><br>Page 1 of 1 |

Background

Following is a list of donations of \$500.00 or greater contributed to PCPA for the period November 1, 2015 to January 31, 2016.

| Date         | Donations \$500.00 or Greater  | Amount            |
|--------------|--------------------------------|-------------------|
| 12/17/2015   | PCPA Foundation                | 12,497.10         |
| 1/20/2016    | PCPA Foundation                | 3,196.00          |
| 1/28/2016    | PCPA Foundation                | 79,140.00         |
| 1/20/2016    | M. Hancock Foundation          | 18,662.00         |
| 12/17/2015   | J. Ford - Scholarship Donation | 500.00            |
|              |                                |                   |
|              |                                |                   |
|              |                                |                   |
|              |                                |                   |
| <b>Total</b> |                                | <b>113,995.10</b> |

Recommendation

It is recommended that the Auxiliary Programs Corporation Board of Directors approve PCPA's donations of \$500.00 or greater for the period November 1, 2015 to January 31, 2016.

|   |                    |
|---|--------------------|
| Administrator Initiating Item:<br><br>J. Schwartz | Final Disposition: |
|---|--------------------|



|   |                          |                                |
|---|--------------------------|--------------------------------|
| To: Board of Directors  |                          | Date:<br><br>February 16, 2016 |
| From: Jennifer Schwartz   |                          |                                |
| Subject: PCPA Public Relations/Advertising Report of Promotions and Sponsorships of \$500.00 or Greater |                          |                                |
| Reason for Board Consideration:<br><br>ACTION   | Item Number:<br><br>5.c. | Enclosures:<br><br>Page 1 of 1 |

### Background

Following is an update of promotions & sponsorships of \$ 500.00 or greater for the period November 1, 2015 to January 31, 2016.

| Promotions and Sponsorships of \$500 or Greater                                 | Vendor Trade/<br>In-Kind Services | Cash<br>Sponsor | PCPA Trade    |
|---|-----------------------------------|-----------------|---------------|
| New Times/Sun – season sponsor – print ads for <i>Cinderella</i>                | 1,740                             |                 |               |
| Tribune – ad space for <i>Cinderella</i>  | 1,876                             |                 |               |
| KCOY – Season sponsor – airtime for <i>Cinderella</i>                           | 550                               |                 |               |
| Santa Ynez Valley News – print ads for <i>Cinderella</i><br>Ticket Back Sponsor | 803                               |                 |               |
| Evans-Hardy Chumash Casino  |                                   | 2,000           |               |
|   |                                   |                 |               |
|   |                                   |                 |               |
|   |                                   |                 |               |
|   |                                   |                 |               |
|   |                                   |                 |               |
| Total   | <b>\$4,969.00</b>                 | <b>\$2,000</b>  | <b>\$0.00</b> |

### Recommendation

It is recommended that the Auxiliary Programs Corporation Board of Directors approve PCPA's promotions & sponsorships of \$500.00 or greater for the period November 1, 2015 to January 31, 2016.

|   |                    |
|---|--------------------|
| Administrator Initiating Item:<br><br>J. Schwartz | Final Disposition: |
|---|--------------------|



|  |                      |                                |
|--|----------------------|--------------------------------|
| To: Board of Directors                           |                      | Date:<br><br>February 16, 2016 |
| From: Michael Black                              |                      |                                |
| Subject: Financial Report for Auxiliary Programs |                      |                                |
| Reason for Board Consideration:<br>INFORMATION   | Item Number:<br>6.a. | Enclosures:<br>Page 1 of 5     |

### Background

Attached are copies of financial statements for the following funds:

- Associated Students Trust Fund
- Student Clubs Agency Fund
- Bookstore Fund
- PCPA

The statements reflect 2015-2016 year-to-date data.

**Allan Hancock College Fiduciary Funds Group**  
**Associated Student Body Trust**  
**Income Statement by Fund**  
For Period Ending 12/31/2015

|   | <u>ASBG</u><br><u>Budget</u> | <u>ASBG</u><br><u>Actual</u> | <u>Athletics</u><br><u>Budget</u> | <u>Athletics</u><br><u>Actual</u> | <u>Total</u><br><u>Budget</u> | <u>Total</u><br><u>Actual</u> |
|---|------------------------------|------------------------------|-----------------------------------|-----------------------------------|-------------------------------|-------------------------------|
| <b>REVENUES</b>   |                              |                              |                                   |                                   |                               |                               |
| Local Revenues  | 3,500                        | 1,387                        | 45,000                            | 16,846                            | 48,500                        | 18,233                        |
| <b>Total REVENUES</b>   | <u>3,500</u>                 | <u>1,387</u>                 | <u>45,000</u>                     | <u>16,846</u>                     | <u>48,500</u>                 | <u>18,233</u>                 |
| <b>EXPENDITURES</b>   |                              |                              |                                   |                                   |                               |                               |
| Supplies and Materials  | 32,890                       | 11,764                       | 122,694                           | 55,595                            | 155,584                       | 67,360                        |
| Other Operating Expenses  | 9,610                        | 550                          | 49,353                            | 62,946                            | 58,963                        | 63,496                        |
| Capital Outlay  | 3,300                        | 0                            | 0                                 | 0                                 | 3,300                         | 0                             |
| <b>Total EXPENDITURES</b>   | <u>45,800</u>                | <u>12,314</u>                | <u>172,047</u>                    | <u>118,542</u>                    | <u>217,847</u>                | <u>130,857</u>                |
| Excess of Revenues over<br>(Under) Expenditures   | (42,300)                     | (10,927)                     | (127,047)                         | (101,696)                         | (169,347)                     | (112,624)                     |
| <b>OTHER FINANCING SOURCES(USES)</b>  |                              |                              |                                   |                                   |                               |                               |
| Other Financing Sources   | 34,515                       | 34,514                       | 127,047                           | 95,285                            | 161,562                       | 129,799                       |
| <b>Total OTHER FINANCING</b>  | <u>34,515</u>                | <u>34,514</u>                | <u>127,047</u>                    | <u>95,285</u>                     | <u>161,562</u>                | <u>129,799</u>                |
| <b>OPERATING TRANSFERS OUT</b>  |                              |                              |                                   |                                   |                               |                               |
| Other Outgo   | 10,250                       | 4,250                        | 0                                 | 0                                 | 10,250                        | 4,250                         |
| <b>Total OPERATING TRANSFERS OUT</b>  | <u>10,250</u>                | <u>4,250</u>                 | <u>0</u>                          | <u>0</u>                          | <u>10,250</u>                 | <u>4,250</u>                  |
| Excess of Revenues and Other<br>Financing Sources Over/(Under)<br>Expenditures and Other Uses | <u>(18,035)</u>              | <u>19,337</u>                | <u>0</u>                          | <u>(6,411)</u>                    | <u>(18,035)</u>               | <u>12,925</u>                 |
| <b>FUND BALANCE:</b>  |                              |                              |                                   |                                   |                               |                               |
| Fund balance, July 1  | 69,343                       | 69,343                       | 0                                 | 0                                 | 69,343                        | 69,343                        |
| Current balance   | <u>51,308</u>                | <u>88,680</u>                | <u>0</u>                          | <u>(6,411)</u>                    | <u>51,308</u>                 | <u>82,268</u>                 |

## Allan Hancock College Governmental Funds Group

## Student Clubs Agency Fund

Income Statement by Fund

For Period Ending 12/31/2015

|   | <u>Budget</u>  | <u>Actual</u> | <u>% Budget</u> |
|---|----------------|---------------|-----------------|
| REVENUES  |                |               |                 |
| Local Revenues  | 15,720         | 11,361        | 72.27           |
| Total REVENUES  | <u>15,720</u>  | <u>11,361</u> | <u>72.27</u>    |
| EXPENDITURES  |                |               |                 |
| Supplies and Materials  | 14,000         | 1,803         | 12.88           |
| Other Operating Expenses  | 2,000          | 556           | 27.82           |
| Total EXPENDITURES  | <u>16,000</u>  | <u>2,360</u>  | <u>14.75</u>    |
| Excess of Revenues over<br>(Under) Expenditures   | (280)          | 9,001         |                 |
| OTHER FINANCING SOURCES(USES)   |                |               |                 |
| Other Financing Sources   | 1,000          | 3,000         | 300.00          |
| Total OTHER FINANCING SOURCES(USES)   | <u>1,000</u>   | <u>3,000</u>  | <u>300.00</u>   |
| OPERATING TRANSFERS OUT   |                |               |                 |
| Other Outgo   | 7,000          | 9,320         | 133.14          |
| Total OPERATING TRANSFERS OUT   | <u>7,000</u>   | <u>9,320</u>  | <u>133.14</u>   |
| Excess of Revenues and Other<br>Financing Sources Over/(Under)<br>Expenditures and Other Uses | <u>(6,280)</u> | <u>2,681</u>  |                 |
| FUND BALANCE:   |                |               |                 |
| Fund balance, July 1  | 42,350         | 42,350        |                 |
| Current balance   | <u>36,070</u>  | <u>45,031</u> |                 |

ALLAN HANCOCK COLLEGE PROPRIETARY FUNDS GROUP  
 ENTERPRISE FUNDS  
 STATEMENT OF OPERATIONS AND RETAINED EARNINGS  
 FOR PERIOD ENDING 12/31/2015

|   | Rounded to the Nearest Dollar<br>BOOKSTORE<br>BUDGET | BOOKSTORE<br>ACTUAL | % BUDGET          |
|---|--|---------------------|-------------------|
| OPERATING REVENUES:   |  |                     |                   |
| Net sales   | 1,800,000  | 1,004,944           | 55.83%            |
| Rental Text Income  | 500,000  | 61,045              | 12.21%            |
| COST OF SALES:  |  |                     |                   |
| Cost of goods sold  | 1,436,600  | 904,179             | 62.94%            |
| Gross profit on sales   | <u>863,400</u>                                       | <u>161,810</u>      | <u>18.74%</u>     |
| OPERATING EXPENSES:   |  |                     |                   |
| Salaries  | 525,986  | 149,642             | 28.45%            |
| Employee benefits   | 141,036  | 31,830              | 22.57%            |
| Supplies and materials  | 25,000   | 8,965               | 35.86%            |
| Other Operating Expenses  | 177,600  | 96,887              | 54.55%            |
| Total expenses  | <u>869,622</u>                                       | <u>287,324</u>      | <u>33.04%</u>     |
| Net operating income (loss)   | -6,222   | -125,514            |                   |
| OTHER INCOME AND EXPENSE:   |  |                     |                   |
| Interest income   | 1,000  | 603                 | 60.25%            |
| Miscellaneous income  | 10,000   | 2,757               | 27.57%            |
| Total other income  | <u>11,000</u>  | <u>3,359</u>        | <u>30.54%</u>     |
| Non-operating income/(loss)   | 11,000   | 3,359               | 30.54%            |
| Net income (loss)   | <u>4,778</u>   | <u>-122,155</u>     | <u>-2,556.62%</u> |
| OTH FIN SRCS (USES):  |  |                     |                   |
| Transfers out   | 34,515   | 34,515              | 100.00%           |
| Total oth fin srces (uses)  | <u>-34,515</u>                                       | <u>-34,515</u>      | <u>100.00%</u>    |
| EXCESS OF REVENUES AND OTHER<br>FINANCING SOURCES OVER/<br>(UNDER) EXPENSES AND<br>OTHER USES | <u>-29,737</u>                                       | <u>-156,670</u>     |                   |
| FUND BALANCE:   |  |                     |                   |
| Fund balance, July 1  | 1,461,895  | 1,461,894           |                   |
| Current balance   | <u>1,432,158</u>                                     | <u>1,305,224</u>    |                   |

ALLAN HANCOCK COLLEGE  
SPECIAL REVENUE FUND  
STATEMENT OF REVENUES AND EXPENSES  
FOR THE PERIOD ENDING 12/31/2015

|   | Rounded to the Nearest Dollar<br>PCPA<br>BUDGET | PCPA<br>ACTUAL   | % BUDGET      |
|---|---|------------------|---------------|
|   | =====   | =====            | =====         |
| <b>REVENUES:</b>                            |   |                  |               |
| Earned income                               |   |                  |               |
| Ticket Revenue                              | 1,407,324                                       | 1,172,331        | 83.30%        |
| Handling                                    | 40,000  | 38,130           | 95.32%        |
| Concessions                                 | 20,000  | 16,682           | 83.41%        |
| Advertising                                 | 40,000  | 18,773           | 46.93%        |
| Touring                                     | 42,350  | 18,807           | 44.41%        |
| Other                                       | 50,000  | 48,677           | 97.35%        |
| Total Earned Income                         | 1,599,674                                       | 1,313,400        | 82.10%        |
| Contributed Income                          |   |                  |               |
| Individual sources                          | 40,000  | 24,046           | 60.11%        |
| Fundraisers                                 | 5,000   | 1,250            | 25.00%        |
| Corporations                                | 40,000  | 14,925           | 37.31%        |
| Foundations                                 | 500,000   | 73,028           | 14.61%        |
| Total contributed income                    | 585,000   | 113,249          | 19.36%        |
| Allan Hancock College                       | <u>1,426,949</u>                                | <u>500,000</u>   | <u>35.04%</u> |
| Total revenues                              | 3,611,623                                       | 1,926,648        | 53.35%        |
| <b>EXPENSES:</b>                            |   |                  |               |
| Production                                  | 1,856,292                                       | 1,176,679        | 63.39%        |
| Conservatory                                | 34,650  | 14,240           | 41.10%        |
| Scholarships                                | 658,359   | 319,189          | 48.48%        |
| Administration                              | 229,073   | 123,968          | 54.12%        |
| Development                                 | 5,000   | 0                |               |
| Marketing                                   | 455,827   | 217,364          | 47.69%        |
| Box office                                  | 277,278   | 152,566          | 55.02%        |
| Concessions                                 | 12,000  | 7,487            | 62.40%        |
| Outreach/YPP                                | 73,963  | 36,718           | 49.64%        |
| Total expenses                              | <u>3,602,442</u>                                | <u>2,048,211</u> | <u>56.86%</u> |
| <b>EXCESS OF REVENUES<br/>OVER EXPENSES</b> | 9,181   | -121,562         |               |
| Outside events (net)                        | 0   | 7,279            |               |
| <b>FUND BALANCE</b>                         |   |                  |               |
| Balance, July 1                             | <u>211,386</u>                                  | <u>206,103</u>   |               |
| Current balance                             | <u>220,567</u>                                  | <u>91,820</u>    |               |