

Washington Pavilion Management, Inc.
Statement of Activities: Operating Fund
Years Ended December 31, 2011 and 2010

Unaudited report as of 2-09-2012

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	2011 YTD	2010 YTD	Variance
Revenue			
City Funding	\$1,368,157	\$1,368,157	\$0
Grants: Federal, State, Regional, Foundation	\$210,634	\$301,015	(\$90,381)
Contributions - Individuals	\$331,527	\$253,646	\$77,881
Contributions - Business & Other	\$412,973	\$441,238	(\$28,265)
Contributions - Endowment Income	\$98,094	\$100,603	(\$2,509)
Donated Goods and Services	\$12,845	\$94,849	(\$82,004)
Admissions & Ticket Sales	\$2,112,944	\$1,826,889	\$286,055
Memberships	\$186,192	\$154,871	\$31,321
Facility Rentals & Sale of Services	\$651,961	\$524,965	\$126,996
Concessions and Coat Check	\$182,935	\$155,538	\$27,397
Educational	\$217,894	\$164,161	\$53,733
Special Events (net of expense)	\$115,190	\$109,456	\$5,734
Cafe (less cost of goods sold)	\$413,665	\$336,747	\$76,918
Gift Shop & Merchandise Sales (less COGS)	\$51,072	\$49,177	\$1,895
Interest Income & Misc	\$9,562	\$1,910	\$7,652
Total Revenue	\$6,375,645	\$5,883,223	\$492,422
Expenses			
Salaries & Wages	\$2,664,397	\$2,432,470	\$231,927
Payroll Taxes, Benefits, Other Employee Exp	\$555,094	\$515,258	\$39,836
Office Expenses, Communications, & Postage	\$124,619	\$123,067	\$1,552
Equipment	\$295,961	\$256,012	\$39,949
Utilities	\$422,931	\$481,766	(\$58,835)
Operational	\$358,042	\$312,647	\$45,395
Travel ,Staff Development, & Volunteers	\$50,982	\$37,002	\$13,980
Promotion & Marketing	\$361,111	\$494,812	(\$133,701)
Insurance	\$49,295	\$53,330	(\$4,035)
Outside Services	\$83,655	\$47,088	\$36,567
Other Expenses	\$124,486	\$129,971	(\$5,485)
Program Expenses	\$1,199,996	\$1,085,139	\$114,857
Fundraising Materials & Events	\$12,656	\$25,188	(\$12,532)
Bad Debt & Interest	\$19,385	\$6,857	\$12,528
Total	\$6,322,611	\$6,000,607	\$322,004
Net Revenue Over (Under) Expense from Operations	\$53,033	(\$117,384)	\$170,417
Mary W. Sommervold Hall appeal	\$115,000	\$396,829	
Acquisition of DAPA	\$0	\$61,235	
Total Transfers and Gains	\$115,000	\$458,064	
NET SURPLUS/(DEFICIT)	\$168,033	\$340,681	