

Exhibit B

Bay Street Players, Inc.

Profit and Loss

September 2022 - August 2023

	SEP 2022	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	TOTAL
Income													
Contributed income													\$0.00
Circle Donations													\$0.00
\$300 - \$499 Patron Circle					300.00			300.00		600.00		300.00	\$1,500.00
\$500 - \$999 Director's Circle											500.00		\$500.00
Total Circle Donations					300.00			300.00		600.00	500.00	300.00	\$2,000.00
Donations directed by individuals	2,509.07		695.14	530.00	167.48	134.26	10.00	1,205.00	3,017.77	321.00	664.90	1,022.00	\$10,276.62
Foundation & other nonprofit grants	1,040.00	3,950.00		1,050.00	5,315.33	1,300.42	6,606.00	2,788.84	728.00	563.18	115.00	1,766.48	\$25,223.25
Program Service Revenue	32.08		98.94	185.64		176.81	112.10	88.02		15,870.00			\$16,563.59
Advertising	300.00											60.00	\$360.00
Concessions	1,590.00	950.00		3,163.00		1,377.00	427.45	1,543.21		4,037.57	66.12	1,778.07	\$14,932.42
Raffles	1,385.59	607.00		1,765.00		857.00	193.00	590.00		1,132.28			\$6,529.87
Season Multi-Pass Tickets											20.00	360.00	\$380.00
Ticket Revenue	30,207.75	25,107.75	22,670.07	11,264.00	13,888.75	10,104.25	18,716.25	24,066.55	19,946.25	16,994.00	11,015.00	5,566.25	\$209,546.87
YPT Tuition				691.00	477.00			50.00	6,848.25	3,808.00	2,985.75	6,582.50	\$21,442.50
Total Program Service Revenue	33,515.42	26,664.75	22,769.01	17,068.64	14,365.75	12,515.06	19,448.80	26,337.78	26,794.50	41,841.85	14,086.87	14,346.82	\$269,755.25
Total Contributed income	37,064.49	30,614.75	23,464.15	18,648.64	20,148.56	13,949.74	26,064.80	30,631.62	30,540.27	43,326.03	15,366.77	17,435.30	\$307,255.12
Total Income	\$37,064.49	\$30,614.75	\$23,464.15	\$18,648.64	\$20,148.56	\$13,949.74	\$26,064.80	\$30,631.62	\$30,540.27	\$43,326.03	\$15,366.77	\$17,435.30	\$307,255.12
Cost of Goods Sold													
Program Service Expenses													\$0.00
Cast Meals	1,574.44			459.25		65.02	93.15	133.51	346.01	129.30	31.29		\$2,831.97
Catering			500.00	550.00		510.00	2,464.00					750.00	\$4,774.00
Contract/1099 fees- Actors, Directors, services	6,200.00	5,110.00	3,600.00	550.00	5,250.00	350.00	6,326.30	780.00	7,700.00	3,080.00	827.33	8,765.00	\$48,538.63
Digital Tracks & Music											757.73		\$757.73
Merchant account fees- ticketing	1,949.94	1,856.66	2,613.67	871.21	735.53	1,326.25	905.01	1,949.84	1,606.59	2,865.49	1,760.28	1,048.09	\$19,488.56
Misc. Production Expenses- dry cleaning, shoe repair						42.80	151.62		79.14		67.20		\$340.76
Printing	203.94	185.00	17.50	45.00		310.72	179.98	55.00		1,104.01			\$2,101.15
Posters										567.00			\$567.00
Programs	883.38	703.65		487.35	86.85	481.45	509.94		647.95				\$3,800.57
Season brochures											2,200.00		\$2,200.00
Shirts	252.00		229.00	220.00		154.00	226.00					1,097.00	\$2,178.00
Total Printing	1,339.32	888.65	246.50	752.35	86.85	946.17	915.92	55.00	647.95	1,671.01	2,200.00	1,097.00	\$10,846.72
Purchases	1,523.73	267.53	1,229.71	686.21	290.29	483.68	615.77	73.68	92.06				\$5,262.66
Concessions	389.78	812.98	204.42	911.10	17.44	923.36		1,473.90	608.80	955.68		963.62	\$7,261.08
Costumes/wigs/makeup	1,566.54	-637.90	658.01	352.14	712.34	15.81	1,437.31	773.53	878.86	366.30	792.61	74.95	\$6,990.50
House purchases- sound & lighting	1,877.50	1,828.08	835.63	502.17	1,821.01		500.00	1,009.86	1,744.08	137.18		49.00	\$10,304.51
Props & set dressing	177.30	235.56	663.34	140.31	313.68		22.74	35.05	107.16	1,211.41	72.09	70.72	\$3,049.36
Set construction	266.43	489.64	498.46	301.57	911.26	283.54	288.02	792.72	1,062.96	269.33	1,487.66	477.91	\$7,129.50
Total Purchases	5,801.28	2,995.89	4,089.57	2,893.50	4,066.02	1,706.39	2,863.84	4,158.74	4,493.92	2,939.90	2,352.36	1,636.20	\$39,997.61
Rental (Venue)						674.60	-321.50						\$353.10
Royalties Paid	1,334.00	-300.00	3,597.14	9,028.50	222.95		8,540.00		-325.00	5,622.84		-75.00	\$27,645.43
Scripts/Postage/Shipping					26.97	610.56	95.60	29.95			291.01		\$1,054.09
Split Ticket Expense										4,078.00			\$4,078.00
Talent Travel	200.00	118.96				347.98							\$666.94
Volunteer appreciation					142.49			339.78	143.00			130.41	\$755.68
Total Program Service Expenses	18,398.98	10,670.16	14,646.88	15,104.81	10,530.81	6,579.77	22,033.94	7,446.82	14,691.61	20,386.54	8,287.20	13,351.70	\$162,129.22
Total Cost of Goods Sold	\$18,398.98	\$10,670.16	\$14,646.88	\$15,104.81	\$10,530.81	\$6,579.77	\$22,033.94	\$7,446.82	\$14,691.61	\$20,386.54	\$8,287.20	\$13,351.70	\$162,129.22
GROSS PROFIT	\$18,665.51	\$19,944.59	\$8,817.27	\$3,543.83	\$9,617.75	\$7,369.97	\$4,030.86	\$23,184.80	\$15,848.66	\$22,939.49	\$7,079.57	\$4,083.60	\$145,125.90
Expenses													
Awards & grants to others (Scholarships)	175.00											400.00	\$575.00
Charitable contributions											1,165.00		\$1,165.00

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Melio Service Fees									17.73	24.80	1.50		\$44.03
Operations/Administrative													\$0.00
Insurance	1,213.74	1,106.74	1,660.62	1,106.74									\$5,087.84
Property insurance					1,106.74		2,900.48		4,959.33	4,342.71	2,465.41	3,102.93	\$18,877.60
Umbrella & General Liability					1,406.16								\$1,406.16
Workers comp	73.32	73.32	73.32	73.32	260.63	100.63	100.63	100.63	3,650.22		-115.23	346.48	\$4,737.27
Total Insurance	1,287.06	1,180.06	1,733.94	1,180.06	2,773.53	100.63	3,001.11	100.63	8,609.55	4,342.71	2,350.18	3,449.41	\$30,108.87
Interest paid	10.05		2.69	10.21	1.71		132.86	279.63	286.36		313.60	343.84	\$1,380.95
Interest Paid- Loan USB x50293	306.18	306.18		612.36	918.54		519.61	494.18	801.51	587.50		296.82	\$4,842.88
Total Interest paid	316.23	306.18	2.69	622.57	920.25		652.47	773.81	1,087.87	587.50	313.60	640.66	\$6,223.83
Occupancy													\$0.00
Cleaning	233.82	31.25	160.31		240.08	76.99	128.69	49.95	49.45	403.68	191.25	19.53	\$1,585.00
Licenses & inspections									300.00	500.00			\$800.00
Repairs & maintenance	1,083.00	48.34	93.97	115.76			12,000.00			136.47	1,616.56		\$15,094.10
Storage rent			2,250.00										\$2,250.00
Utilities	2,716.61	967.34	1,327.13	1,424.60	1,432.24	1,701.45	1,076.53	1,532.20	1,517.01	2,070.12	2,712.80	1,679.34	\$20,157.37
Total Occupancy	4,033.43	1,046.93	3,831.41	1,540.36	1,672.32	1,778.44	13,205.22	1,582.15	1,866.46	3,110.27	4,520.61	1,698.87	\$39,886.47
Office expenses		727.07				338.79		51.00	137.04		250.17	36.17	\$1,540.24
Bank fees & service charges		12.00	41.76	939.52	42.31	82.11	6.00	51.16	211.28	344.89	13.73		\$1,744.76
Dues- memberships & subscriptions					325.00								\$325.00
Equipment lease & maintenance	462.02	462.02		959.78	876.85	462.02	462.02	462.02	497.76	462.02	924.04	995.52	\$7,026.07
Office operations- technology, software/apps			24.00		310.19	195.00	195.00	195.00	1,690.37	195.00	227.00		\$3,031.56
Office supplies	103.38	369.96	247.45	36.77	75.93	134.84	263.81	492.99	386.75	1,502.69	439.83		\$4,054.40
Printing & photocopying		79.12	39.56			39.56	118.68	39.56	59.56	357.85	175.06	131.11	\$1,040.06
Total Office expenses	565.40	1,650.17	352.77	1,936.07	1,630.28	1,252.32	1,045.51	1,291.73	2,982.76	2,862.45	2,029.83	1,162.80	\$18,762.09
Payroll expenses	58.00	58.00	58.00	-116.00	58.00	240.50	58.00	58.00	3,112.53			-588.50	\$2,996.53
Payroll Taxes Paid					6,277.08				4,103.58				\$10,380.66
Salaries & wages	4,826.31	6,696.30	11,995.67	7,102.06	8,353.29	6,062.40	6,417.81	4,108.86	4,746.99	6,565.16			\$66,874.85
Total Payroll expenses	4,884.31	6,754.30	12,053.67	6,986.06	14,688.37	6,302.90	6,475.81	4,166.86	11,963.10	6,565.16		-588.50	\$80,252.04
Professional													\$0.00
Accounting fees	1,476.00	816.00	816.00		1,081.00	866.00	866.00	1,866.00	966.00	866.00	900.00	450.00	\$10,969.00
Total Professional	1,476.00	816.00	816.00		1,081.00	866.00	866.00	1,866.00	966.00	866.00	900.00	450.00	\$10,969.00
Total Operations/Administrative	12,562.43	11,753.64	18,790.48	12,265.12	22,765.75	10,300.29	25,246.12	9,781.18	27,475.74	18,334.09	10,114.22	6,813.24	\$186,202.30
Payroll Expenses													\$0.00
Taxes											657.76	1,520.01	\$2,177.77
Wages											5,944.46	12,974.37	\$18,918.83
Total Payroll Expenses											6,602.22	14,494.38	\$21,096.60
Unapplied Cash Bill Payment Expenditure	378.46	-378.46									0.00	-492.60	\$ -492.60
Total Expenses	\$13,115.89	\$11,375.18	\$18,790.48	\$12,265.12	\$22,765.75	\$10,300.29	\$25,246.12	\$9,781.18	\$27,493.47	\$18,358.89	\$17,882.94	\$21,215.02	\$208,590.33
NET OPERATING INCOME	\$5,549.62	\$8,569.41	\$ -9,973.21	\$ -8,721.29	\$ -13,148.00	\$ -2,930.32	\$ -21,215.26	\$13,403.62	\$ -11,644.81	\$4,580.60	\$ -10,803.37	\$ -17,131.42	\$ -63,464.43
Other Income													\$0.00
Credit card rewards			9.08		-25.40								\$ -16.32
Interest Earned									0.01	0.07	0.08	0.54	\$0.70
Total Other Income	\$0.00	\$0.00	\$9.08	\$0.00	\$ -25.40	\$0.00	\$0.00	\$0.00	\$0.01	\$0.07	\$0.08	\$0.54	\$ -15.62
Other Expenses													\$0.00
Depreciation												8,535.00	\$8,535.00
Reconciliation Discrepancies					6,520.28							8.63	\$6,528.91
Total Other Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$6,520.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8,543.63	\$15,063.91
NET OTHER INCOME	\$0.00	\$0.00	\$9.08	\$0.00	\$ -6,545.68	\$0.00	\$0.00	\$0.00	\$0.01	\$0.07	\$0.08	\$ -8,543.09	\$ -15,079.53
NET INCOME	\$5,549.62	\$8,569.41	\$ -9,964.13	\$ -8,721.29	\$ -19,693.68	\$ -2,930.32	\$ -21,215.26	\$13,403.62	\$ -11,644.80	\$4,580.67	\$ -10,803.29	\$ -25,674.51	\$ -78,543.96