

INCOME**EARNED INCOME**

- 4110 Admin Services
- 4115 Advertising
- 4120 Contract Fees
- 4135 Interest & Dividends
- 4145 Membership
- 4150 Merchandise & Product Sales
 - 4152 Merchandise & Product Sales Expense
 - 4154 Merchandise & Product Sales Income
- 4160 Performance Fees
- 4165 Registration Fees
- 4170 Rights & Royalties
- 4175 Ticket Sales
- 4180 Touring Income
- 4185 Workshop & Class Tuitions
- 4190 Other Earned Income

CONTRIBUTED INCOME

- 4210 Corporate Contributions
- 4221 Foundation Grants
- 4230 Government Grants
- 4231 City Gov't Grants
- 4232 State Gov't Grants
- 4233 Federal Gov't Grants

- 4241 Board Donations
- 4242 Donor-Advised Funds & Workplace Match
- 4244 Individual Donations

- 4250 In-Kind Donations

EXPENSES**PERSONNEL EXPENSES**

- Administrative Contractors
 - 5211 Audit
 - 5212 Bookkeeping & Accounting
 - 5214 Development & Fundraising
 - 5219 Administrative
- Artistic Contractors
 - 5221 Choreographers
 - 5223 Designers
 - 5225 Performers
 - 5226 Photography & Videography
 - 5227 Writers
 - 5228 Teachers
 - 5229 Other Artistic Contractors
- Production Contractors
 - 5233 Lighting & Sound Design
 - 5235 Production Managers
 - 5236 Stage Managers
 - 5238 Technical Director
 - 5239 Other Production Contractors

OPERATING EXPENSES

- 6110 Banking & Merchant Fees

- 6115 Catering, Hospitality & Staff Appreciation
- 6120 Computer Supplies & Software
- 6125 Dues, Fees & Memberships
- 6135 Education, Conferences & Professional Development
- 6140 Health & Wellbeing
- 6145 Insurance
- 6155 Office Supplies & Equipment
- 6160 Payroll Fees
- 6165 Postage & Delivery
- 6170 Printing & Copying
- 6175 Rent & Utilities
- 6180 Telephone & Internet
- 6185 Travel & Parking
- 6190 Other Operating Expenses

MARKETING EXPENSES

- 6201 Advertising & Online Marketing
- 6210 Marketing Contractors
- 6213 Graphic Design
- 6215 Website Design & Maintenance
- 6217 Public Relations
- 6250 Marketing Printing & Copying

PRODUCTION EXPENSES

- 7100 Costumes
- 7300 Production Supplies & Materials
- 7400 Program Printing & Copying
- 7600 Program Travel & Lodging
- 7700 Props
- 7800 Venue & Space Rental
- 7900 Other Production Expenses