

**AGENDA  
VILLAGE OF SKOKIE  
PERFORMING ARTS CENTER BOARD**

**April 10, 2023 at 7:00 p.m.  
NORTH SHORE CENTER FOR THE PERFORMING ARTS IN SKOKIE  
Conference Room**

1. CALL TO ORDER
  
2. APPROVAL OF MINUTES OF PREVIOUS MEETING
  - A. Board Meeting March 13, 2023
  
3. FINANCIAL STATEMENTS
  - A. February 28, 2023
  
4. OPERATIONS REPORT / PFM
  - A. Executive Director's Report
  - B. Programming Update
  - C. Marketing Report
  - D. Calendar of Upcoming Events
  
5. OLD BUSINESS
  
6. NEW BUSINESS
  - A. Presentation of FY 2024 Operating Budget -DRAFT
  
7. ADJOURNMENT

The next PAC Board meeting is Monday, May 8, 2023 at 7:00 p.m.

MINUTES OF  
VILLAGE OF SKOKIE  
PERFORMING ARTS CENTER BOARD  
Monday, March 13, 2023 7:00 P.M.

*A REGULAR MEETING OF* the Performing Arts Center Board was held at the North Shore Center for the Performing Arts in Skokie, Illinois, on Monday, March 13, 2023.

*CALL TO ORDER:* The Regular Meeting was called to order at approximately 7:00 p.m. Rene Roy made the motion to approve the January Minutes. The motion was seconded by Barbara Reeder. The January Minutes were then approved by the Board. Barry Layfer made the motion to approve the February Minutes. The motion was seconded by Terrence Guolee. The February Minutes were then approved by the Board.

*BOARD MEMBERS PRESENT:* Terrence Guolee; Alex Franz; Barry Layfer; Barbara Reeder; Rene Roy

*BOARD MEMBERS ABSENT:* Janis Fine; Andrea Siegel; Norm Rosen (ex-officio)

*OTHERS PRESENT:* Executive Director Lynn Cannon; Director of Marketing & Communications Joseph Alaimo; Manager of Concerts/Marketing Assistant Merrill Miller; Business Manager Steph Shryock; Regional Vice President, VenuWorks HR Cook (via phone)

***OPERATIONS REPORT:***

Cannon reported that her first full month in the theater has been very illuminating. She said that everyone has been very helpful and informative as she has learned the details of the operation of the venue and the various responsibilities of all the departments. A change was recently made in the ticket office as Craig Fredrick departed and Anna Zbilut and Paul Adams were promoted to new positions.

***CAPITAL IMPROVEMENTS:***

Cannon reported that the canopy renovation project is underway, and crews have begun by power washing both canopies. Work will impact access to the entrances at some point, but there will be signage and staff to assist in directing patrons to the open entrance. There will also be a vision board in the lobby for patrons to view the improvements.

The new back-up power generator that supplies electricity to emergency lights project is underway. Installation dates are still pending equipment delivery.

The HVAC #1 replacement is waiting for equipment. Control replacements for RTU#'s 2-6, 8 and 9 have been installed. The new concessions equipment has begun to arrive and the concession renovation is nearing completion. New lobby blinds have been installed.

***PROGRAMMING/MARKETING:***

February was a busy month as the Center hosted two feature series events, BritBeat on February 18<sup>th</sup> and Tab Benoit on February 25<sup>th</sup>. Giordano Dance Chicago returned on February 11<sup>th</sup> as well.

Northlight Theatre completed their run of *Andy Warhol in Iran* with an extended week through February 26<sup>th</sup>. They also kicked off their 2023-24 Subscription renewals. Music Theater Works kicked off their 2023 season on March 9<sup>th</sup> with *Avenue Q*. Music of the Baroque continued their season with another sold-out performance of *London Calling* on Feb 26.

The Center hosted Kaleidoscope Dance for their Dance Krew performance, mostly for their families, before they enter competitions with these performances. School rentals also include rehearsal days – approximately 10 days of February were dedicated to their rehearsals.

Youtheatre presented two shows of the Peking Acrobats, both were very well received with both shows nearly selling out. Mike Wiley also performed "Tired Souls" in late February for our Youtheatre presentations.

Alaimo and Miller reported on marketing plans for upcoming shows. New and returning artists were reviewed for Board endorsement, including Lyle Lovett, DC's Reflecting Fools, Salt Creek Ballet Nutcracker, *Keep Marching: The Road to the March on Washington*, Hawthorne Heights, Gin Blossoms, Vanessa Carlton, Isaac Mizrahi, Kevin James, Mat Kearney, Josh Ritter, Joss Stone, Jeff Ross, *I'm Not a Comedian*, *I'm Lenny Bruce*, Tune-Yards, Devendra Banhart, Beth Hart, Blackberry Smoke, Daughtry, and Sheila E.

**FINANCIALS:**

The financial statements through January 31, 2023 reflect a net loss of \$39,411.14, which is \$30,773.69 worse than budget. Overall, with strong business in the 4<sup>th</sup> quarter, Cannon said they expect to come in near their year end budget.

**OLD BUSINESS:**

**NEW BUSINESS:**

2 to 3 new board members need to be added ASAP. Alex Franz offered to include this information in an e-newsletter.

**ADJOURNMENT:**

The meeting was adjourned at 8:12 p.m. after a motion by Barbara Reeder, a second by Rene Roy, and a unanimous vote of all present.

The next meeting is scheduled for Monday, April 10, at 7:00 pm.

Respectfully submitted,

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Lynn Cannon

**North Shore Center for the Performing Arts in Skokie**  
**Budget vs. Actuals: FY23 Budget - FY23 P&L**  
**July 2022 - February 2023**

	Feb 2023			Total		
	Actual	Budget	over Budget	Actual	Budget	over Budget
<b>Income</b>						
4000 - Building Rent	\$36,576.25	\$39,142.25	(\$2,566.00)	\$282,168.63	\$278,283.50	\$3,885.13
4300 - Reimbursed Event Expenses	\$62,091.76	\$49,100.19	\$12,991.57	\$531,919.87	\$355,052.01	\$176,867.86
4400 - Contributed Income		\$0.00	\$0.00	\$6,498.00	\$65,750.00	(\$59,252.00)
4500 - Concessions Sales	\$13,462.26	\$18,250.00	(\$4,787.74)	\$109,201.21	\$125,300.00	(\$16,098.79)
4600 - Catering Sales			\$0.00	\$5,796.70	\$0.00	\$5,796.70
4700 - Other Event Income	\$19,169.20	\$49,312.92	(\$30,143.72)	\$156,272.59	\$350,367.43	(\$194,094.84)
5000 - Building Specific Income	\$10,357.79	\$6,611.08	\$3,746.71	\$95,860.84	\$73,745.44	\$22,115.40
<b>Total Income</b>	<b>\$141,657.26</b>	<b>\$162,416.44</b>	<b>(\$20,759.18)</b>	<b>\$1,187,717.84</b>	<b>\$1,248,498.38</b>	<b>(\$60,780.54)</b>
<b>Cost of Goods Sold</b>						
6000 - Concessions COGS	\$4,155.54	\$4,277.80	(\$122.26)	\$30,413.27	\$29,170.32	\$1,242.95
<b>Total Cost of Goods Sold</b>	<b>\$4,155.54</b>	<b>\$4,277.80</b>	<b>(\$122.26)</b>	<b>\$30,413.27</b>	<b>\$29,170.32</b>	<b>\$1,242.95</b>
<b>Gross Profit</b>	<b>\$137,501.72</b>	<b>\$158,138.64</b>	<b>(\$20,636.92)</b>	<b>\$1,157,304.57</b>	<b>\$1,219,328.06</b>	<b>(\$62,023.49)</b>
<b>Expenses</b>						
7000 - Personnel Costs	\$128,807.24	\$125,599.11	\$3,208.13	\$1,008,815.41	\$1,017,942.62	(\$9,127.21)
7100 - General & Administrative Costs	\$7,853.68	\$4,962.64	\$2,891.04	\$49,362.21	\$41,701.12	\$7,661.09
7200 - Occupancy Expenses	\$42,134.97	\$25,019.82	\$17,115.15	\$195,429.65	\$185,908.56	\$9,521.09
7300 - Services & Operations Expense	\$16,094.34	\$26,070.00	(\$9,975.66)	\$136,043.52	\$199,915.00	(\$63,871.48)
7400 - Event Expenses	\$9,167.20	\$1,798.00	\$7,369.20	\$90,658.92	\$22,510.00	\$68,148.92
7500 - Food & Beverage Expense	\$323.68	\$284.70	\$38.98	\$9,226.62	\$1,954.68	\$7,271.94
<b>Total Expenses</b>	<b>\$204,381.11</b>	<b>\$183,734.27</b>	<b>\$20,646.84</b>	<b>\$1,489,536.33</b>	<b>\$1,469,931.98</b>	<b>\$19,604.35</b>
<b>Net Operating Income</b>	<b>(\$66,879.39)</b>	<b>(\$25,595.63)</b>	<b>(\$41,283.76)</b>	<b>(\$332,231.76)</b>	<b>(\$250,603.92)</b>	<b>(\$81,627.84)</b>
<b>Other Income</b>						
4930 - Miscellaneous Income			\$0.00	\$5.00	\$0.00	\$5.00
8010 - Owner Operating Investment	\$20,833.00	\$20,833.00	\$0.00	\$166,665.00	\$166,664.00	\$1.00
8020 - Hotel Tax Endowment	\$28,700.09	\$7,684.13	\$21,015.96	\$82,489.00	\$61,473.04	\$21,015.96
<b>Total Other Income</b>	<b>\$49,533.09</b>	<b>\$28,517.13</b>	<b>\$21,015.96</b>	<b>\$249,159.00</b>	<b>\$228,137.04</b>	<b>\$21,021.96</b>
<b>Net Other Income</b>	<b>\$49,533.09</b>	<b>\$28,517.13</b>	<b>\$21,015.96</b>	<b>\$249,159.00</b>	<b>\$228,137.04</b>	<b>\$21,021.96</b>
<b>Net Income</b>	<b>(\$17,346.30)</b>	<b>\$2,921.50</b>	<b>(\$20,267.80)</b>	<b>(\$83,072.76)</b>	<b>(\$22,466.88)</b>	<b>(\$60,605.88)</b>

Tuesday, Mar 28, 2023 02:47:45 PM GMT-7 - Accrual Basis

**North Shore Center for the Performing Arts in Skokie**  
**Balance Sheet**  
As of February 28, 2023

	Total
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
1010 - Operating Account	\$88,089.17
1020 - Box Office Account	\$570,161.51
1110 - Food & Beverage Change Banks	\$1,750.00
1120 - Box Office Change Banks	\$600.00
1160 - Petty Cash	\$200.00
<b>Total Bank Accounts</b>	<b>\$660,800.68</b>
<b>Accounts Receivable</b>	
1200 - Accounts Receivable (A/R)	\$143,733.75
<b>Total Accounts Receivable</b>	<b>\$143,733.75</b>
<b>Other Current Assets</b>	
1400 - Concessions Inventory	\$8,734.95
1500 - Catering Inventory	\$0.00
1660 - Prepaid Expenses - Insurance	\$8,108.25
1670 - Prepaid Expenses - Event	\$1,830.38
1680 - Prepaid Expenses - Other	\$6,667.05
1800 - Deposits in Transit	\$0.00
<b>Total Other Current Assets</b>	<b>\$25,340.63</b>
<b>Total Current Assets</b>	<b>\$829,875.06</b>
<b>TOTAL ASSETS</b>	<b>\$829,875.06</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 - Accounts Payable (A/P)	\$36,264.96
<b>Total Accounts Payable</b>	<b>\$36,264.96</b>
<b>Other Current Liabilities</b>	
2120 - Accrued Payroll	\$8,659.00
2140 - Accrued Expenses - Other	\$4,000.00
2150 - A/P Settlements	\$105,345.88
2160 - Tips Payable	\$656.84
2180 - Due to Owner	\$50,000.00
2200 - Unearned Revenue	\$712,925.08
2300 - Sales Tax Payable	(\$4,903.94)
<b>Total Other Current Liabilities</b>	<b>\$876,682.86</b>
<b>Total Current Liabilities</b>	<b>\$912,947.82</b>
<b>Total Liabilities</b>	<b>\$912,947.82</b>
<b>Equity</b>	
3040 - Retained Earnings	
Net Income	(\$83,072.76)
<b>Total Equity</b>	<b>(\$83,072.76)</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$829,875.06</b>

**North Shore Center for the Performing Arts in Skokie**  
**Profit and Loss**  
**February 2023**

	<b>Total</b>
<b>Income</b>	
4000 - Building Rent	\$36,576.25
4300 - Reimbursed Event Expenses	\$62,091.76
4500 - Concessions Sales	\$13,462.26
4700 - Other Event Income	\$19,169.20
5000 - Building Specific Income	\$10,357.79
<b>Total Income</b>	<b>\$141,657.26</b>
<b>Cost of Goods Sold</b>	
6000 - Concessions COGS	\$4,155.54
<b>Total Cost of Goods Sold</b>	<b>\$4,155.54</b>
<b>Gross Profit</b>	<b>\$137,501.72</b>
<b>Expenses</b>	
7000 - Personnel Costs	\$128,807.24
7100 - General & Administrative Costs	\$7,853.68
7200 - Occupancy Expenses	\$42,134.97
7300 - Services & Operations Expense	\$16,094.34
7400 - Event Expenses	\$9,167.20
7500 - Food & Beverage Expense	\$323.68
<b>Total Expenses</b>	<b>\$204,381.11</b>
<b>Net Operating Income</b>	<b>(\$66,879.39)</b>
<b>Other Income</b>	
8010 - Owner Operating Investment	\$20,833.00
8020 - Hotel Tax Endowment	\$28,700.09
<b>Total Other Income</b>	<b>\$49,533.09</b>
<b>Net Other Income</b>	<b>\$49,533.09</b>
<b>Net Income</b>	<b>(\$17,346.30)</b>

Tuesday, Mar 28, 2023 02:43:14 PM GMT-7 - Accrual Basis



**MEMORANDUM**

**April 10, 2023**

**TO: Village of Skokie Performing Arts Center Board**

**FROM: Lynn Cannon**

**RE: Executive Director's Report**

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**PROGRAMMING AND EVENTS:**

Music Theater Works continued their season with *Avenue Q* performances throughout March. Ticket sales were comparable to the sales for *The Little Mermaid* and they received very positive reviews for this show.

We hosted the Universal Ballet Competition in early March for two days of performances. Hanna Sacks is a returning rental with three days of rehearsals in advance of their performance. Gloc-9 and Shanti Dope performed in mid-March and we had multiple local fire departments in the Center Theatre for two days of training.

Our Feature Series performances included Darlingside – an indie folk band that brought in a new audience for our venue and despite losing just over \$2,000 in revenue, was a win for us in spreading awareness of this venue. AN Holding Group brought in comedian Oszusci for two performances on March 18<sup>th</sup> and 19<sup>th</sup>. Lewis Black returned for two nearly sold out shows on March 24<sup>th</sup> and 25<sup>th</sup> and we finished the month with Classical Kids Live performing "Tchaikovsky Discovers America." Audience favorite Paula Poundstone kicked off April with another sold out performance on April 1<sup>st</sup>.

**CENTER OPERATIONS:**

I'm thrilled with the number and quality of events we've had since I started. The box office management transition has gone smoothly and we are getting ready for dance season starting in May. We are preparing the FY24 budget presentation that we will go over tonight for the Village and will make updates and changes as needed.

**CAPITAL IMPROVEMENTS:**

Canopy renovation project continues, crews have begun hanging the framework on the north side of the building. Work will impact access to the entrances at some point, we will have signage and staff to assist in directing patrons to the open entrance.

The new back-up power generator that supplies electricity to emergency lights project is underway. Installation dates still pending equipment delivery.

The new concessions equipment has begun to arrive and the addition to the lobby as alleviated long lines during pre-show and intermissions. The concession stand renovation is complete, pending equipment arrival.

**FINANCIALS:**

The financial statements through February 28, 2023 reflect a net loss of \$17,346.30, which is \$20,267.80 worse than budget. Overall, with strong business in the 4<sup>th</sup> quarter and stronger than expected hotel tax endowment funds, we are going to finish close to budget for the year.

# Marketing Report | PAC Board Meeting | Monday, April 10

Data below from Thu, April 06. An updated Feature Series sales report will be provided.

## North Shore Center Feature Series Season

The last month of presentations for the Feature Series was overall very positive. **Darlingside (Mar 16)** was a learning experience for marketing as we work to grow our younger fan base and introduce new acts to the Center. The show had a modest result of 336 tickets / \$12,099 which was near 60% of our breakeven goal. **Lewis Black (Mar 24&25)** came through in the end with a sell-out Saturday performance and over 700 for Friday. Over 250 tickets came in the last week, which includes 83 VIP tickets sold through the artist's management. In the end we had 1589 tickets / \$112,186.30 which was over 120% of our breakeven and 95% sold overall. **Classical Kids Live: Tchaikovsky Discovers America (Mar 26)** had its highest results of our CKL performances to date. We sold 681 tickets / \$12,818.80 which surpassed last year by 268 tickets / \$6,645.20. Lastly, **Paula Poundstone (Apr 01)** was another sold out performance for the audience favorite; 855 tickets / \$49,615. In the next few weeks we will be coordinating our next on-sale to announce our 2023-24 Season fall shows as well as the return of Ensemble Español in June. Our fall is promising to be full of activity.

## Upcoming Feature Series Productions

**Paul Reiser | Apr 15** | Paul last performed here in May 2019. He sold 735 tickets / \$32,014.40. Having surpassed these near sell-out numbers, I expect us to get to a virtual sell-out this time. Final advertising efforts include inclusion in Chicago Reader ads for the BEST OF issue as well as inclusion in their email announcing the highly popular publication.

**Current sales:** 736 tickets / \$35,046.40 (88% sold)

**Hot Tuna | Apr 16** | Advertising has been robust for this performance, including radio spots on MeTV-FM as well as a postcard to over 2,300 patrons with similar interests. These efforts have been showing results with over 150 tickets sold in the last month. Our final push will include social media and eblasts leading up to the weekend.

**Current sales:** 583 tickets / \$41,738 (69% sold)

**The Lightning Thief | Apr 22 (11a/2p)** | This is the return of a live adaptation of the popular Rick Riordan book of the same name, bringing Greek mythology to life. Last time we presented this show in 2019 we sold 532 tickets / \$6,684.62 for the two performances. This time we are well beyond that as we are coming up on selling out the 2p and filling up the 11a. A final two-week push of google ads, social media and eblasts will continue to strengthen our numbers.

**Current sales:** 1071 tickets / \$23,686.40 (64% sold) | 387 tickets / 684 tickets / \$8,894/\$14,792.40

**Micky Dolenz | May 05** | The voice of the Monkees is getting good attention but will take some additional effort to get it sold-out. We had a successful campaign with MeTV-fm and MeTV during the time of Micky's birthday (Mar 08). As we lead into the final weeks before the show, we will run one additional campaign with MeTV-fm as well as get a postcard out to a dedicated list of similar previous performances which should help move the needle along.

**Current sales:** 361 tickets / \$29,005 (43% sold)

## Upcoming Rental Productions

In the coming weeks, we have a variety of cultural rental clients with music, comedy and theatrical performances. We are also gearing up for our dance recitals which all have a presence on our website which is great for driving traffic.



Sales Report week of 3-Apr-23																	
Feature Series: 2022-23 Season Total Sales by Show	last wk	Mon, Apr. 03	Tue, Apr. 04	Wed, Apr. 05	Thu, Apr. 06	Fri, Apr. 07	Sat, Apr. 08	Sun, Apr. 09	TOTAL SALES			BES					
									Total	%solid	and daily		week totals	%goal	%BE		
Summer in the Sixties Friday, July 08, 2022 at 8pm	total \$	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	\$21,398.40	440	440	440	0	\$21,398.40	2139840%	\$1.00	\$21,397.40	650
	daily \$	\$21,398.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	\$0.00	0%	\$0.00	\$0.00	0
	daily tk	440	0	0	0	0	0	0	0	0	0	0	0	0%	0	0	0
J.B. Smoove Friday, September 23, 2022 at 8pm	total \$	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	\$30,844.50	831	831	831	0	\$30,844.50	93.2%	\$33,097.00	\$4,696.50	666
	daily \$	\$30,844.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	\$0.00	0%	\$0.00	\$0.00	0
	daily tk	831	0	0	0	0	0	0	0	0	0	0	0	0%	0	0	0
\$29   \$35   \$45 Steven Wright: Live in Concert Thursday, October 06, 2022 at 7:30pm	total \$	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	\$43,960.60	844	844	844	0	\$43,960.60	96.4%	\$45,998.00	\$17,755.60	486
	daily \$	\$43,960.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	\$0.00	0%	\$0.00	\$0.00	0
	daily tk	844	0	0	0	0	0	0	0	0	0	0	0	0%	0	0	0
\$46   \$51   \$61 The Manhattan Transfer Saturday, October 15, 2022 at 8pm	total \$	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	\$48,926.00	657	657	657	0	\$48,926.00	77.3%	\$63,380.00	\$876.00	625
	daily \$	\$48,926.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	\$0.00	0%	\$0.00	\$0.00	0
	daily tk	657	0	0	0	0	0	0	0	0	0	0	0	0%	0	0	0
\$60   \$70   \$80 Joanne Shaw Taylor Friday, October 28, 2022 at 8pm	total \$	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	\$19,389.40	314	314	314	0	\$19,389.40	79.8%	\$23,800.00	\$19,388.40	650
	daily \$	\$19,389.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	\$0.00	0%	\$0.00	\$0.00	0
	daily tk	314	0	0	0	0	0	0	0	0	0	0	0	0%	0	0	0
\$39   \$59   \$70   \$99 State Ballet Theatre of Ukraine: Swan Lake Wednesday, November 16, 2022 at 7:30pm	total \$	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	\$53,829.50	822	822	822	0	\$53,829.50	101.8%	\$53,828.50	\$1.00	650
	daily \$	\$53,829.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	\$0.00	0%	\$0.00	\$0.00	0
	daily tk	822	0	0	0	0	0	0	0	0	0	0	0	0%	0	0	0
\$45   \$55   \$75   \$85 Canadian Brass - 50th Anniversary Friday, November 18, 2022 at 8pm	total \$	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	\$25,562.00	423	423	423	0	\$25,562.00	48.3%	\$52,956.00	\$34,112.00	580
	daily \$	\$25,562.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	\$0.00	0%	\$0.00	\$0.00	0
	daily tk	423	0	0	0	0	0	0	0	0	0	0	0	0%	0	0	0
\$42   \$52   \$62   \$72 Fleetwood Mask Saturday, November 19, 2022 at 8pm	total \$	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	\$28,721.00	607	607	607	0	\$28,721.00	71.8%	\$39,998.00	\$1,342.00	563
	daily \$	\$28,721.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	\$0.00	0%	\$0.00	\$0.00	0
	daily tk	607	0	0	0	0	0	0	0	0	0	0	0	0%	0	0	0
\$38   \$48   \$55 Salt Creek Ballet's The Nutcracker December 02 & 03, 2022	total \$	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	\$93,844.50	2217	2217	2217	0	\$93,844.50	83.9%	\$111,848.25	\$29,590.50	1,564
	daily \$	\$93,844.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	0	0	0	\$0.00	0%	\$0.00	\$0.00	0
	daily tk	2217	0	0	0	0	0	0	0	0	0	0	0	0%	0	0	0



Start	End	Customer	Event	Location
<b>Wednesday, April 12, 2023</b>				
4:00 PM	10:00 PM	Dancercenter North	Dancercenter North	CT
<b>Thursday, April 13, 2023</b>				
5:00 PM	10:00 PM	Dancercenter North	Dancercenter North	CT
7:30 PM	9:30 PM	Northlight Theatre	NL Porch on Windy Hill Prev.	NLT
<b>Friday, April 14, 2023</b>				
6:30 PM	9:30 PM	Dancercenter North	Dancercenter North	CT
8:00 PM	10:00 PM	Northlight Theatre	NL Porch on Windy Hill Prev.	NLT
<b>Saturday, April 15, 2023</b>				
8:00 PM	10:00 PM	Northlight Theatre	NL Porch on Windy Hill Prev.	NLT
8:00 PM	10:00 PM	VenuWorks/NSC	FS Paul Reiser	CT
<b>Sunday, April 16, 2023</b>				
2:30 PM	4:30 PM	Northlight Theatre	NL Porch on Windy Hill Prev.	NLT
7:00 PM	9:00 PM	Northlight Theatre	NL Porch on Windy Hill Prev.	NLT
7:30 PM	9:30 PM	VenuWorks/NSC	FS Hot Tuna	CT
<b>Tuesday, April 18, 2023</b>				
7:30 PM	9:30 PM	Northlight Theatre	NL Porch on Windy Hill Prev.	NLT
<b>Wednesday, April 19, 2023</b>				
1:00 PM	3:00 PM	Northlight Theatre	NL Porch on Windy Hill Prev.	NLT
7:30 PM	9:30 PM	Northlight Theatre	NL Porch on Windy Hill Prev.	NLT
<b>Thursday, April 20, 2023</b>				
7:30 PM	9:30 PM	Northlight Theatre	NL Porch on Windy Hill Prev.	NLT
<b>Friday, April 21, 2023</b>				
10:00 AM	11:00 AM	VenuWorks/NSC	YT The Lightning Thief	CT
12:00 PM	1:00 PM	VenuWorks/NSC	YT The Lightning Thief	CT
8:00 PM	10:00 PM	Northlight Theatre	NL Porch on Windy Hill Opening.	NLT
<b>Saturday, April 22, 2023</b>				
11:00 AM	12:00 PM	VenuWorks/NSC	FS The Lightning Thief	CT
2:00 PM	3:00 PM	VenuWorks/NSC	FS The Lightning Thief	CT
2:30 PM	4:30 PM	Northlight Theatre	NL Porch on Windy Hill Perf..	NLT
8:00 PM	10:00 PM	Northlight Theatre	NL Porch on Windy Hill Perf..	NLT
<b>Sunday, April 23, 2023</b>				
8:00 AM	11:00 PM	Betty Haag Academy	Betty Haag Academy Recital	CT
2:30 PM	4:30 PM	Northlight Theatre	NL Porch on Windy Hill Perf.	NLT
<b>Wednesday, April 26, 2023</b>				
1:00 PM	3:00 PM	Northlight Theatre	NL Porch on Windy Hill Perf.	NLT
7:30 PM	9:30 PM	Northlight Theatre	NL Porch on Windy Hill Perf.	NLT
<b>Thursday, April 27, 2023</b>				
10:30 AM	12:30 PM	Northlight Theatre	NL Porch Student Matinee	NLT
7:00 PM	10:00 PM	Regional Dance America	RDA Midstates Perf.	CT
7:30 PM	9:30 PM	Northlight Theatre	NL Porch on Windy Hill Perf.	NLT
<b>Friday, April 28, 2023</b>				
7:00 PM	10:00 PM	Regional Dance America	RDA Midstates Perf.	CT
8:00 PM	10:00 PM	Northlight Theatre	NL Porch on Windy Hill Perf.	NLT
<b>Saturday, April 29, 2023</b>				
2:30 PM	4:30 PM	Northlight Theatre	NL Porch on Windy Hill Perf.	NLT

7:00 PM	10:00 PM	Regional Dance America	Regional Dance America	CT
8:00 PM	10:00 PM	Northlight Theatre	Northlight Theatre	NLT
<b>Sunday, April 30, 2023</b>				
2:30 PM	4:30 PM	Northlight Theatre	Northlight Theatre	NLT
7:00 PM	10:00 PM	Symphonia	Symphonia Entertainment	CT
<b>Monday, May 01, 2023</b>				
7:00 PM	10:00 PM	Northlight Theatre	Northlight Theatre	NLT
<b>Wednesday, May 03, 2023</b>				
1:00 PM	3:00 PM	Northlight Theatre	Northlight Theatre	NLT
7:30 PM	9:30 PM	Northlight Theatre	Northlight Theatre	NLT
<b>Thursday, May 04, 2023</b>				
9:00 AM	10:00 PM	Resilience Entertainment	Resilience Entertainment	CT
7:30 PM	9:30 PM	Northlight Theatre	Northlight Theatre	NLT
<b>Friday, May 05, 2023</b>				
8:00 PM	10:00 PM	Northlight Theatre	Northlight Theatre	NLT
8:00 PM	11:30 PM	PFM	PFM	CT
<b>Saturday, May 06, 2023</b>				
9:00 AM	10:00 PM	Gus Legacy	Gus Legacy	CT
2:30 PM	4:30 PM	Northlight Theatre	Northlight Theatre	NLT
8:00 PM	10:00 PM	Northlight Theatre	Northlight Theatre	NLT
<b>Sunday, May 07, 2023</b>				
2:30 PM	4:30 PM	Northlight Theatre	Northlight Theatre	NLT
7:30 PM	10:00 PM	Music of the Baroque	Music of the Baroque	CT
<b>Tuesday, May 09, 2023</b>				
10:30 AM	12:30 PM	Northlight Theatre	Northlight Theatre	NLT
<b>Wednesday, May 10, 2023</b>				
1:00 PM	3:00 PM	Northlight Theatre	Northlight Theatre	NLT
7:30 PM	9:30 PM	Northlight Theatre	Northlight Theatre	NLT
<b>Thursday, May 11, 2023</b>				
7:00 AM	3:00 PM	Northlight Theatre	Northlight Theatre	NLT
7:30 PM	9:30 PM	Northlight Theatre	Northlight Theatre	NLT
<b>Friday, May 12, 2023</b>				
8:00 PM	10:00 PM	Northlight Theatre	Northlight Theatre	NLT
<b>Saturday, May 13, 2023</b>				
10:00 AM	10:00 PM	Chicago Gay Men's Chorus	Chicago Gay Men's Chorus	CT
2:30 PM	4:30 PM	Northlight Theatre	Northlight Theatre	NLT
8:00 PM	10:00 PM	Northlight Theatre	Northlight Theatre	NLT
<b>Sunday, May 14, 2023</b>				
2:30 PM	4:30 PM	Northlight Theatre	Northlight Theatre	NLT
<b>Friday, May 19, 2023</b>				
9:00 AM	11:59 PM	DancEd	DancEd	CT
<b>Saturday, May 20, 2023</b>				
9:00 AM	11:59 PM	DancEd	DancEd	CT
<b>Sunday, May 21, 2023</b>				
9:30 AM	9:00 PM	Kaleidoscope Dance	Kaleidoscope Dance	CT
<b>Wednesday, May 31, 2023</b>				
9:00 AM	10:00 PM	Dance Center Evanston	Dance Center Evanston	CT
1:00 PM	3:30 PM	Music Theater Works	Music Theater Works	NLT