

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

**June 12, 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 May 8, 2023
  
3. FINANCIAL STATEMENTS
  - A. April 30, 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
  
7. ADJOURNMENT

The next PAC Board meeting is Monday, July 10, 2023 at 7:00 p.m.

MINUTES OF  
VILLAGE OF SKOKIE  
PERFORMING ARTS CENTER BOARD  
Monday, May 8, 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, May 8, 2023.

*CALL TO ORDER:* The Regular Meeting was called to order at approximately 6:59 p.m. Barry Layfer made the motion to approve the Minutes. The motion was seconded by Janis Fine. The Minutes were then approved by the Board.

*BOARD MEMBERS PRESENT:* Terrence Guolee; Janis Fine; Alex Franz; Barry Layfer; Rene Roy; Andrea Siegel

*BOARD MEMBERS ABSENT:* Barbara Reeder; Norm Rosen (ex-officio)

*OTHERS PRESENT:* Executive Director Lynn Cannon; Director of Marketing & Communications Joseph Alaimo; Manager of Concerts/Marketing Assistant Merrill Miller; Ronnie Berk (Barbara Reeder's neighbor attended as a potential Board member)

***OPERATIONS REPORT:***

VenuWorks Corporate team came in on April 24<sup>th</sup> to present the FY24 budget to the Village Board. FY23 staff evaluations and goal setting for FY24 took place in April. Cannon said they are in the process of writing a job description for a new position of Development Manager to assist the venue in sponsorship and advertising sales, grant research and writing and Youtheatre development and execution.

***CAPITAL IMPROVEMENTS:***

Cannon reported on the canopy renovation project. Crews have begun scraping and painting the west awning and hanging the framework. Work has impacted access to the entrances during some workdays, but there is signage and staff to assist in directing patrons to the open entrance. Boards were created to show guests 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 new lobby bar has been successful in reducing wait times for guests and improving the per caps for those events the Center has hosted so far. The new concession stand in the lobby is scheduled to start being utilized in May for the dance competitions and once the full complement of equipment arrives, it will be used on a regular basis in addition to the regular bars. For sold-out shows, the balcony concessions will be open as well.

***PROGRAMMING/MARKETING:***

Northlight opened their production of "The Porch on Windy Hill" in mid-April and considered adding the extension week to their run, but ultimately decided against it.

The Prospect High School Band and Choir performed their spring show in mid-April; Dancenter North started the run of spring dance recitals on April 12<sup>th</sup> -14<sup>th</sup> followed by Betty Haag Academy on April 23<sup>rd</sup> and RDA Midstates performed for three shows at the end of the month. Finally, on April 30<sup>th</sup>, St. Lakovos Retreat Center presented "The Best of Greece" music celebration completing the rentals for the month.

Feature Series performances kicked off on April 1<sup>st</sup> with Paula Poundstone and Paul Reiser on April 15<sup>th</sup> - both were sold out. Hot Tuna came in on April 16<sup>th</sup> with a very successful performance, and the Youththeatre Series for 2023 finished with two school performances on April 21<sup>st</sup> and two public shows on April 22<sup>nd</sup> of "The Lightning Thief" – very successful for all.

Alaimo and Miller provided sales results from recent shows and marketing plans for upcoming shows. Alaimo also reported that the Center has received The Illinois Travel and Tourism Grant for the fully requested \$24,100. This matching grant program is important to the State of Illinois' tourism industry to match/leverage local funds with State funds to promote destination drivers, to market and promote destinations, attractions, and events throughout the State. This opportunity provides funding for marketing and promotional projects that will increase visitation and generate overnight stays in paid accommodations.

Terry Guolee suggested Charlie Behrens for a show.

***FINANCIALS:***

The financial statements for March, 2023 reflect net revenue of \$60,173.86, which is \$18,526.53 better than budget. Overall, Cannon said they remain \$42,133.58 below the annual budget with one month remaining. The Center had a very robust activity calendar in April and they hope to come close to the FY23 final budget for the 10 months of operation.

***OLD BUSINESS:***

***NEW BUSINESS:***

Terry Guolee said he would like one more person on the Board. He also mentioned the Village staff member who asked if we had investigated solar power for the Center. Alex Franz is going to be heading up a committee to conduct a feasibility study on solar power for all city owned buildings including the Center.

***ADJOURNMENT:***

The meeting was adjourned at 7:44 p.m. after a motion by Andrea Siegel, a second by Rene Roy, and a unanimous vote of all present.

The next meeting is scheduled for Monday, June 12, 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 - April 2023

	Apr 2023			Total		
	Actual	Budget	over Budget	Actual	Budget	over Budget
<b>Income</b>						
4000 - Building Rent	59,632.50	44,113.75	15,518.75	417,905.19	360,314.00	57,591.19
4300 - Reimbursed Event						
<b>Expenses</b>	86,248.90	31,169.54	55,079.36	704,556.87	468,449.89	236,106.98
4400 - Contributed Income		7,500.00	(7,500.00)	6,498.00	73,250.00	(66,752.00)
4500 - Concessions Sales	23,557.49	20,250.00	3,307.49	167,255.17	166,200.00	1,055.17
4600 - Catering Sales	336.00	1,200.00	(864.00)	6,132.70	1,200.00	4,932.70
4700 - Other Event Income	46,727.52	26,119.23	20,608.29	244,912.88	424,320.80	(179,407.92)
5000 - Building Specific Income	26,581.93	19,585.12	6,996.81	119,068.61	105,738.72	13,329.89
<b>Total Income</b>	<b>243,084.34</b>	<b>149,937.64</b>	<b>93,146.70</b>	<b>1,666,329.42</b>	<b>1,599,473.41</b>	<b>66,856.01</b>
<b>Cost of Goods Sold</b>						
6000 - Concessions COGS	14,661.58	4,746.60	9,914.98	50,603.08	38,657.28	11,945.80
<b>Total Cost of Goods Sold</b>	<b>14,661.58</b>	<b>4,746.60</b>	<b>9,914.98</b>	<b>50,603.08</b>	<b>38,657.28</b>	<b>11,945.80</b>
<b>Gross Profit</b>	<b>228,422.76</b>	<b>145,191.04</b>	<b>83,231.72</b>	<b>1,615,726.34</b>	<b>1,560,816.13</b>	<b>54,910.21</b>
<b>Expenses</b>						
7000 - Personnel Costs	171,196.18	123,577.40	47,618.78	1,326,970.87	1,265,953.25	61,017.62
7100 - General & Administrative						
<b>Costs</b>	5,025.20	4,962.64	62.56	58,826.03	51,626.40	7,199.63
7200 - Occupancy Expenses	36,196.70	21,269.82	14,926.88	271,438.98	230,698.20	40,740.78
7300 - Services & Operations						
<b>Expense</b>	27,607.84	38,530.00	(10,922.16)	181,642.38	264,220.00	(82,577.62)
7400 - Event Expenses	8,603.50	2,431.00	6,172.50	110,640.09	29,095.00	81,545.09
7500 - Food & Beverage						
<b>Expense</b>	1,717.65	315.90	1,401.75	11,837.87	2,592.72	9,245.15
<b>Total Expenses</b>	<b>250,347.07</b>	<b>191,086.76</b>	<b>59,260.31</b>	<b>1,961,356.22</b>	<b>1,844,185.57</b>	<b>117,170.65</b>
<b>Net Operating Income</b>	<b>(21,924.31)</b>	<b>(45,895.72)</b>	<b>23,971.41</b>	<b>(345,629.88)</b>	<b>(283,369.44)</b>	<b>(62,260.44)</b>
<b>Other Income</b>						
4910 - Interest Income	146.31		146.31	146.31	0.00	146.31
4930 - Miscellaneous Income			0.00	5.00	0.00	5.00
8010 - Owner Operating						
<b>Investment</b>	50,001.00	20,833.00	29,168.00	237,500.00	208,330.00	29,170.00
8020 - Hotel Tax Endowment	20,622.50	7,684.13	12,938.37	123,734.00	76,841.30	46,892.70
<b>Total Other Income</b>	<b>70,769.81</b>	<b>28,517.13</b>	<b>42,252.68</b>	<b>361,385.31</b>	<b>285,171.30</b>	<b>76,214.01</b>
<b>Net Other Income</b>	<b>70,769.81</b>	<b>28,517.13</b>	<b>42,252.68</b>	<b>361,385.31</b>	<b>285,171.30</b>	<b>76,214.01</b>
<b>Net Income</b>	<b>48,845.50</b>	<b>(17,378.59)</b>	<b>66,224.09</b>	<b>15,755.43</b>	<b>1,801.86</b>	<b>13,953.57</b>

# North Shore Center for the Performing Arts in Skokie

## Balance Sheet

As of April 30, 2023

	Total
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
1010 - Operating Account	130,859.01
1020 - Box Office Account	235,078.04
1050 - Money Market Account 1	750,146.31
1110 - Food & Beverage Change Banks	2,250.00
1120 - Box Office Change Banks	600.00
1160 - Petty Cash	200.00
<b>Total Bank Accounts</b>	<b>1,119,133.36</b>
<b>Accounts Receivable</b>	
1200 - Accounts Receivable (A/R)	301,872.40
<b>Total Accounts Receivable</b>	<b>301,872.40</b>
<b>Other Current Assets</b>	
1400 - Concessions Inventory	996.80
1500 - Catering Inventory	0.00
1660 - Prepaid Expenses - Insurance	5,405.50
1670 - Prepaid Expenses - Event	4,548.05
1680 - Prepaid Expenses - Other	6,739.29
1800 - Deposits in Transit	0.00
<b>Total Other Current Assets</b>	<b>17,689.64</b>
<b>Total Current Assets</b>	<b>1,438,695.40</b>
<b>TOTAL ASSETS</b>	<b>1,438,695.40</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 - Accounts Payable (A/P)	334,011.48
<b>Total Accounts Payable</b>	<b>334,011.48</b>
<b>Other Current Liabilities</b>	
2120 - Accrued Payroll	68,655.00
2140 - Accrued Expenses - Other	4,000.00
2150 - A/P Settlements	225,338.67
2160 - Tips Payable	1,162.22
2180 - Due to Owner	50,000.00
2200 - Unearned Revenue	740,992.19
2300 - Sales Tax Payable	(1,003.85)
<b>Total Other Current Liabilities</b>	<b>1,089,144.23</b>
<b>Total Current Liabilities</b>	<b>1,423,155.71</b>
<b>Equity</b>	
3040 - Retained Earnings	
Net Income	15,539.69
<b>Total Equity</b>	<b>15,539.69</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>1,438,695.40</b>

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

	Total
<b>Income</b>	
4000 - Building Rent	59,632.50
4300 - Reimbursed Event Expenses	86,248.90
4500 - Concessions Sales	23,557.49
4600 - Catering Sales	336.00
4700 - Other Event Income	46,727.52
5000 - Building Specific Income	26,581.93
<b>Total Income</b>	<b>243,084.34</b>
<b>Cost of Goods Sold</b>	
6000 - Concessions COGS	14,661.58
<b>Total Cost of Goods Sold</b>	<b>14,661.58</b>
<b>Gross Profit</b>	<b>228,422.76</b>
<b>Expenses</b>	
7000 - Personnel Costs	171,196.18
7100 - General & Administrative Costs	5,025.20
7200 - Occupancy Expenses	36,196.70
7300 - Services & Operations Expense	27,831.53
7400 - Event Expenses	8,603.50
7500 - Food & Beverage Expense	1,717.65
<b>Total Expenses</b>	<b>250,570.76</b>
<b>Net Operating Income</b>	<b>(22,148.00)</b>
<b>Other Income</b>	
4910 - Interest Income	146.31
8010 - Owner Operating Investment	50,001.00
8020 - Hotel Tax Endowment	20,622.50
<b>Total Other Income</b>	<b>70,769.81</b>
<b>Net Other Income</b>	<b>70,769.81</b>
<b>Net Income</b>	<b>48,621.81</b>



## **MEMORANDUM**

**June 12, 2023**

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

**FROM: Lynn Cannon**

**RE: Executive Director's Report**

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### **PROGRAMMING AND EVENTS:**

Northlight completed the run of "The Porch on Windy Hill" in mid-May and Music Theatre Works began rehearsals immediately thereafter for "Pippin" which opened on June 1<sup>st</sup>.

Dance season ramped up in early May with the Giordano Dance GUS Legacy, Dance Ed, R & B Dance, Kaleidoscope Dance and the North Shore School of Dance hosting rehearsals and performances over the entire month.

Our Feature Series performances kicked off the 23-24 Season with Mickey Dolenz on May 5<sup>th</sup>. Music of the Baroque ended their season with a nearly sold-out show on Sunday, May 7<sup>th</sup> and we also hosted the Chicago Gay Men's Choir on May 13<sup>th</sup>.

### **CENTER OPERATIONS:**

We have posted the new position of Development Manager to assist the venue in sponsorship and advertising sales, grant research and writing and Youtheatre development and execution and interviews are underway. We expect to fill the position by the end of June. We also contracted with a marketing firm from Michigan who specializes in providing market studies for the value of items such as venue naming rights, advertising and sponsorships.

Village of Skokie grant of \$22,500 has been awarded on a reimbursement basis. We will provide documentation to the Village for reimbursement of funds used for our Youtheatre program in FY24.

### **CAPITAL IMPROVEMENTS:**

Canopy renovation project continues, now expected to finish in late July, crews have been running electric for the new lights and preparing the north wall for the new installation. Work has impacted access to the entrances during some workdays, but we have signage and staff to assist in directing patrons to the open entrance. Boards were created to show our guests the improvements.

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

The new concession stand in the lobby has been utilized in May for the dance competitions, especially in the morning hours for some light breakfast items and coffee. Once the full complement of equipment arrives, we will use it on a regular basis in addition to our regular bars. For sold out shows, we will open the balcony concessions as well.

**FINANCIALS:**

The financial statements for April, 2023 reflect net income of \$48,845.50, which is \$66,224.09 better than budget. This brought us over the budget for the ten-month period in FY23 and we ended \$13,953.57 in the black. Overall, this was a very successful first year with VenuWorks as the management company and I look forward to continuing to improve as the new fiscal year has begun.



# Marketing Report | PAC Board Meeting | Monday, June 12

Data below from Thu, June 08. An updated Feature Series sales report will be provided.

## North Shore Center Feature Series Season

May closed out our official 2022-23 Feature Series Season. **Micky Dolenz (May 05)** pulled through in the final days with 625 tickets / \$47,322. Overall for the season, we sold 18,761 tickets / \$936,037.70. Our coming season is filling up with a very exciting and busy fall. Below is the list of all the shows currently on sale. Marketing efforts vary at this time based on opportunity, mostly in the form of eblasts, digital/social media and occasional print. More details to come in the months leading up to the performances.

## Upcoming Feature Series Productions

**Ensemble Español: Flamenco Passion | June 16-19** | Ensemble Español will be back at the end of the week for 3 performances of their annual Flamenco Passion. Although they are responsible for their own marketing, we provide marketing support to this long-time rental client.

**Current sales:** 725 tickets / \$33,785

**Belinda Carlisle | July 09** | Marketing efforts have included social media and eblasts as well as buys in print and digital marketing with Chicago Reader (including quarterly Windy City Times insertion). She was also recently interviewed on WLS Radio, and that should be out this week.

**Current sales:** 563 tickets / \$54,884 (68% sold)

**Mark Tremonti Sings Frank Sinatra | July 14** | In May we sent out a modest postcard that helped move ticket sales along. Upcoming marketing efforts include WDCB jazz/blues radio spots throughout June, a campaign on MeTV fm in conjunction with their Sinatra Day on June 12 in celebration of his half birthday, and continued social media and eblasts.

**Current sales:** 559 tickets / \$43,123 (67% sold)

## Upcoming Productions

These are the performances currently on sale:

**Andy Summers** (Sep 08) – 169/\$10,910

**I'm Not a Comedian... I'm Lenny Bruce** (Sep 09) – 205/\$11,758

**Skerryvore** (Sep 14) – 36/\$1,586

**Bored Teachers Comedy Tour** (Sep 23) – 400/\$16,050

**Linda Eder** (Sep 29) – 276/\$19,621

**Animaniacs in Concert** (Oct 07) – 43/\$2,300

**Hyprov** (Nov 03) – 56/\$3,466

**Paul Mecurio's *Permission to Speak*** (Nov 18) – 26/\$988

**^Story Pirates** (Sep 30)

**^Sergio Mendes** (Oct 06)

**^Vitamin String Quartet: Music from Bridgerton** (Oct 27)

**^Isaac Mizrahi** (Oct 28)

**^Jose Gonzalez** (Nov 11)

**\*Atlanta Rhythm Section** (Nov 17)

**~State Ballet Theatre of Ukraine's *Snow White*** (Nov 18)

**^John Splithoff** (Nov 25)

**^Haley Reinhart** (Nov 26)

**^Salt Creek Ballet's *The Nutcracker*** (Dec 01-02)

**^Livingston Taylor/Karla Bonoff** (Dec 06)

**^Jake Shimabukuro** (Dec 07)

**^Branford Marsalis** (Jan 23)

**^Capitol Fools** (Feb 03-04)

**^Jim Brickman** (Feb 16)

**^Dogman the Musical** (Apr 07)

\*pre-sale June 12

~pre-sale June 19

^pre-sale TBA

Feature Series 2023-24 Season		Sales Report week of 5-Jun-23									TOTAL SALES							
Total Sales by Show		last wk	Mon, Jun. 05	Tue, Jun. 06	Wed, Jun. 07	Thu, Jun. 08	Fri, Jun. 09	Sat, Jun. 10	Sun, Jun. 11	Total	%sold	ave daily	week totals	%goal	goals	%>BE	BES	
Belinda Carlisle Sunday, July 09, 2023 at 7:30pm	\$75   \$85   \$95   \$110	\$53,931.00	\$53,931.00	\$54,117.00	\$54,117.00	\$54,884.00	\$0.00	\$0.00	\$0.00	\$54,884.00	68%	\$136.14	\$953.00	72.8%	\$75,354.00	91.2%	\$60,165.00	
		total \$	\$53,931.00	\$54,117.00	\$54,117.00	\$54,884.00	\$0.00	\$0.00	\$0.00	\$54,884.00	68%	\$136.14	\$953.00	72.8%	\$75,354.00	91.2%	\$60,165.00	
		total tix	552	552	554	554	563	0	0	0								
		daily \$	\$53,931.00	\$0.00	\$186.00	\$0.00	\$767.00	\$0.00	\$0.00	\$0.00								
		daily tix	552	0	2	0	9	0	0	0			11	67.7%	832	88.4%	637	
Tremonti Sings Sinatra Friday, July 14, 2023 at 8pm	\$49   \$59   \$79   \$99	\$40,366.00	\$40,423.00	\$41,649.00	\$41,803.00	\$41,123.00	\$0.00	\$0.00	\$0.00	\$43,123.00	67%	\$393.86	\$2,757.00	77.2%	\$55,871.00	89.6%	\$48,106.00	
		total \$	\$40,366.00	\$40,423.00	\$41,649.00	\$41,803.00	\$41,123.00	\$0.00	\$0.00	\$43,123.00	67%	\$393.86	\$2,757.00	77.2%	\$55,871.00	89.6%	\$48,106.00	
		total tix	518	519	537	539	559	0	0	0			41	67.3%	830	84.8%	659	
		daily \$	\$40,366.00	\$57.00	\$1,226.00	\$154.00	\$1,320.00	\$0.00	\$0.00	\$0.00								
		daily tix	518	1	18	2	20	0	0	0								
Andy Summers Friday, September 08, 2023 at 8pm	\$35   \$48   \$58   \$70	\$10,864.00	\$10,864.00	\$10,910.00	\$10,910.00	\$10,910.00	\$0.00	\$0.00	\$0.00	\$10,910.00	21%	\$657	\$46.00	28.6%	\$38,084.00	38.0%	\$28,719.00	
		total \$	\$10,864.00	\$10,864.00	\$10,910.00	\$10,910.00	\$10,910.00	\$0.00	\$0.00	\$10,910.00	21%	\$657	\$46.00	28.6%	\$38,084.00	38.0%	\$28,719.00	
		total tix	168	168	169	169	169	0	0	0			1	20.5%	823	35.0%	483	
		daily \$	\$10,864.00	\$0.00	\$46.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00								
		daily tix	168	0	1	0	0	0	0	0								
I'm Not a Comedian, I'm Lenny Bruce Saturday, September 09, 2023 at 2pm & 8pm	\$34   \$40   \$50   \$60   \$70	\$11,086.00	\$11,374.00	\$11,606.00	\$11,682.00	\$11,758.00	\$0.00	\$0.00	\$0.00	\$11,758.00	12%	\$96.00	\$672.00	18.5%	\$63,446.00	24.1%	\$48,773.00	
		total \$	\$11,086.00	\$11,374.00	\$11,606.00	\$11,682.00	\$11,758.00	\$0.00	\$0.00	\$11,758.00	12%	\$96.00	\$672.00	18.5%	\$63,446.00	24.1%	\$48,773.00	
		total tix	191	197	201	203	205	0	0	0			14	12.0%	1704	21.8%	941	
		daily \$	\$11,086.00	\$288.00	\$232.00	\$76.00	\$76.00	\$0.00	\$0.00	\$0.00								
		daily tix	191	6	4	2	2	0	0	0								
Skerryvore Thursday, September 14, 2023 at 7:30pm	\$25   \$34   \$40   \$60	\$1,358.00	\$1,358.00	\$1,358.00	\$1,586.00	\$1,586.00	\$0.00	\$0.00	\$0.00	\$1,586.00	4%	\$32.57	\$228.00	5.9%	\$27,047.00	7.3%	\$21,819.00	
		total \$	\$1,358.00	\$1,358.00	\$1,358.00	\$1,586.00	\$1,586.00	\$0.00	\$0.00	\$1,586.00	4%	\$32.57	\$228.00	5.9%	\$27,047.00	7.3%	\$21,819.00	
		total tix	30	30	30	36	36	0	0	0			6	4.3%	832	6.2%	581	
		daily \$	\$1,358.00	\$0.00	\$0.00	\$228.00	\$0.00	\$0.00	\$0.00	\$0.00								
		daily tix	30	0	0	6	0	0	0	0								
Bored Teachers Comedy Tour Saturday, September 23, 2023 at 7:30pm	\$20   \$30   \$40   \$50	\$15,342.00	\$15,678.00	\$15,678.00	\$15,754.00	\$16,050.00	\$0.00	\$0.00	\$0.00	\$16,050.00	47%	\$101.14	\$708.00	53.1%	\$30,238.00	66.8%	\$24,037.00	
		total \$	\$15,342.00	\$15,678.00	\$15,678.00	\$15,754.00	\$16,050.00	\$0.00	\$0.00	\$16,050.00	47%	\$101.14	\$708.00	53.1%	\$30,238.00	66.8%	\$24,037.00	
		total tix	384	391	391	393	400	0	0	0			16	47.4%	843	73.7%	543	
		daily \$	\$15,342.00	\$336.00	\$0.00	\$76.00	\$296.00	\$0.00	\$0.00	\$0.00								
		daily tix	384	7	0	2	7	0	0	0								
Linda Eder Friday, September 29, 2023 at 8pm	\$46   \$56   \$66   \$75	\$18,206.00	\$18,279.00	\$19,055.00	\$19,548.00	\$19,621.00	\$0.00	\$0.00	\$0.00	\$19,621.00	33%	\$202.14	\$1,413.00	25.2%	\$77,788.00	30.3%	\$64,666.00	
		total \$	\$18,206.00	\$18,279.00	\$19,055.00	\$19,548.00	\$19,621.00	\$0.00	\$0.00	\$19,621.00	33%	\$202.14	\$1,413.00	25.2%	\$77,788.00	30.3%	\$64,666.00	
		total tix	256	257	268	275	276	0	0	0			20	33.2%	832	31.6%	734	
		daily \$	\$18,206.00	\$73.00	\$776.00	\$493.00	\$73.00	\$0.00	\$0.00	\$0.00								
		daily tix	256	1	11	7	1	0	0	0								
Animaniacs in Concert Saturday, October 07, 2023 at 8pm	\$24   \$38   \$50   \$72	\$0.00	\$0.00	\$2,132.00	\$2,300.00	\$2,300.00	\$0.00	\$0.00	\$0.00	\$2,300.00	5%	\$328.57	\$2,300.00	6.6%	\$35,026.00	8.4%	\$27,488.00	
		total \$	\$0.00	\$0.00	\$2,132.00	\$2,300.00	\$2,300.00	\$0.00	\$0.00	\$2,300.00	5%	\$328.57	\$2,300.00	6.6%	\$35,026.00	8.4%	\$27,488.00	
		total tix	0	0	39	43	43	0	0	0			43	5.2%	832	7.2%	596	
		daily \$	\$0.00	\$0.00	\$2,132.00	\$168.00	\$0.00	\$0.00	\$0.00	\$0.00								
		daily tix	0	0	39	4	0	0	0	0								
LeAnn Rimes Friday, October 20, 2023 at 8pm	\$60   \$76   \$92   \$115   \$205	\$22,718.00	\$22,718.00	\$23,509.00	\$23,657.00	\$23,747.00	\$0.00	\$0.00	\$0.00	\$23,747.00	29%	\$147.00	\$1,029.00	30.5%	\$77,788.00	36.7%	\$64,666.00	
		total \$	\$22,718.00	\$22,718.00	\$23,509.00	\$23,657.00	\$23,747.00	\$0.00	\$0.00	\$23,747.00	29%	\$147.00	\$1,029.00	30.5%	\$77,788.00	36.7%	\$64,666.00	
		total tix	229	229	236	238	239	0	0	0			16	28.7%	832	32.6%	734	
		daily \$	\$22,718.00	\$0.00	\$791.00	\$148.00	\$90.00	\$0.00	\$0.00	\$0.00								
		daily tix	229	0	7	2	1	0	0	0								
Hyprov Friday, November 03, 2023 at 8pm	\$48   \$58   \$68	\$3,466.00	\$3,466.00	\$3,466.00	\$3,466.00	\$3,466.00	\$0.00	\$0.00	\$0.00	\$3,466.00	7%	\$0.00	\$0.00	7.9%	\$44,039.00	9.9%	\$35,123.00	
		total \$	\$3,466.00	\$3,466.00	\$3,466.00	\$3,466.00	\$3,466.00	\$0.00	\$0.00	\$3,466.00	7%	\$0.00	\$0.00	7.9%	\$44,039.00	9.9%	\$35,123.00	
		total tix	56	56	56	56	56	0	0	0			0	6.6%	843	9.6%	585	
		daily \$	\$3,466.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00								
		daily tix	56	0	0	0	0	0	0	0								
Paul Mecurio: Permission to Speak Saturday, November 18, 2023 at 7pm & 9:30pm in North Theatre	\$29   \$39	\$0.00	\$0.00	\$760.00	\$988.00	\$988.00	\$0.00	\$0.00	\$0.00	\$988.00	4%	\$141.14	\$888.00	5.5%	\$17,998.00	6.7%	\$14,683.00	
		total \$	\$0.00	\$0.00	\$760.00	\$988.00	\$988.00	\$0.00	\$0.00	\$988.00	4%	\$141.14	\$888.00	5.5%	\$17,998.00	6.7%	\$14,683.00	
		total tix	0	0	20	26	26	0	0	0			26	4.2%	622	6.6%	394	
		daily \$	\$0.00	\$0.00	\$760.00	\$228.00	\$0.00	\$0.00	\$0.00	\$0.00								
		daily tix	0	0	20	6	0	0	0	0								
<b>TOTAL all productions</b>		dollars	\$177,337.00	\$754.00	\$6,149.00	\$1,571.00	\$2,622.00	\$0.00	\$0.00	\$0.00		\$736.00	\$6,393.00					
		tix	2384	15	102	31	40	0	0	0		14	99					
<b>TOTAL less rental productions*</b>		dollars	\$177,337.00	\$754.00	\$6,149.00	\$1,571.00	\$2,622.00	\$0.00	\$0.00	\$0.00								
		tix	2,384	15	102	31	40	0	0	0								

## North Shore Center for the Performing Arts

## Event Schedule

Start	End	Customer	Event	Location
<b>Monday, June 12, 2023</b>				
9:00 AM	10:00 PM	Ensemble Espanol	Ensemble Espanol	CT
<b>Tuesday, June 13, 2023</b>				
1:00 PM	10:30 PM	Ensemble Espanol	Ensemble Espanol	CT
<b>Wednesday, June 14, 2023</b>				
1:00 PM	10:30 PM	Ensemble Espanol Spanish	Ensemble Espanol	CT
1:00 PM	3:30 PM	Music Theater Works	MTW Pippin Performance	NLT
<b>Thursday, June 15, 2023</b>				
8:00 PM	10:00 PM	MRG Live	MRG Live Presents Modi	CT
<b>Friday, June 16, 2023</b>				
7:30 PM	9:30 PM	Ensemble Espanol	Ensemble Espanol	CT
8:00 PM	10:30 PM	Music Theater Works	MTW Pippin Performance	NLT
<b>Saturday, June 17, 2023</b>				
7:30 PM	9:30 PM	Ensemble Espanol	Ensemble Espanol	CT
8:00 PM	10:30 PM	Music Theater Works	MTW Pippin Performance	NLT
<b>Sunday, June 18, 2023</b>				
2:00 PM	4:30 PM	Music Theater Works	MTW Pippin Performance	NLT
3:00 PM	5:00 PM	Ensemble Espanol	Ensemble Espanol	CT
<b>Wednesday, June 21, 2023</b>				
1:00 PM	3:30 PM	Music Theater Works	MTW Pippin Performance	NLT
<b>Thursday, June 22, 2023</b>				
6:45 PM	10:00 PM	Yachad Chicago	Miami Boys Choir	CT
<b>Friday, June 23, 2023</b>				
8:00 PM	10:00 PM	Cherry Orchard Festival	Cherry Orchard Festival	CT
8:00 PM	10:30 PM	Music Theater Works	MTW Pippin Performance	NLT
<b>Saturday, June 24, 2023</b>				
8:00 PM	10:30 PM	Music Theater Works	MTW Pippin Performance	NLT
<b>Sunday, June 25, 2023</b>				
2:00 PM	4:30 PM	Music Theater Works	MTW Pippin Performance	NLT
<b>Thursday, June 29, 2023</b>				
9:00 AM	10:00 PM	Apodaca Live	Hermanos de Leche	CT
<b>Friday, June 30, 2023</b>				
12:00 PM	1:00 PM	Northlight Theatre	NL Bstg BJ	NLT
<b>Sunday, July 02, 2023</b>				
9:00 AM	11:00 PM	Assyrian Universal Alliance	Assyrian Cultural Foundation	CT
<b>Thursday, July 06, 2023</b>				
7:30 PM	9:30 PM	Northlight Theatre	NL Marie & Rosetta Preview	NLT
<b>Friday, July 07, 2023</b>				
8:00 PM	10:00 PM	Northlight Theatre	NL Marie & Rosetta Preview	NLT
<b>Saturday, July 08, 2023</b>				
8:00 PM	10:00 PM	Northlight Theatre	NL Marie & Rosetta Preview	NLT

**Sunday, July 09, 2023**

9:00 AM	11:30 PM	VenuWorks/NSC	FS Belinda Carlisle	CT
2:30 PM	4:30 PM	Northlight Theatre	NL Marie & Rosetta Preview	NLT
7:00 PM	9:00 PM	Northlight Theatre	NL Marie & Rosetta Preview	NLT

**Tuesday, July 11, 2023**

7:30 PM	9:30 PM	Northlight Theatre	NL Marie & Rosetta Preview	NLT
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**Wednesday, July 12, 2023**

1:00 PM	3:00 PM	Northlight Theatre	NL Marie & Rosetta Preview	NLT
7:30 PM	9:30 PM	Northlight Theatre	NL Marie & Rosetta Preview	NLT

**Thursday, July 13, 2023**

7:30 PM	9:30 PM	Northlight Theatre	NL Marie & Rosetta Preview	NLT
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**Friday, July 14, 2023**

9:00 AM	11:00 PM	VenuWorks/NSC	FS Mark Tremonti	CT
8:00 PM	10:00 PM	Northlight Theatre	NL Marie & Rosetta Opening	NLT

**Saturday, July 15, 2023**

9:00 AM	10:00 PM	Great Lakes Franchising	Great Lakes Franchising	CT
2:30 PM	4:30 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT
8:00 PM	10:00 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT

**Sunday, July 16, 2023**

2:30 PM	4:30 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT
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**Wednesday, July 19, 2023**

1:00 PM	3:00 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT
7:30 PM	9:30 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT

**Thursday, July 20, 2023**

1:00 PM	5:00 PM	Lavanya Arivendhi	Kayal Arangetram	CT
7:30 PM	9:30 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT

**Friday, July 21, 2023**

8:00 PM	10:00 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT
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**Saturday, July 22, 2023**

2:30 PM	4:30 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT
7:30 PM	9:30 PM	Spanish Guitar Entertainment	Benise 2023	CT
8:00 PM	10:00 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT

**Sunday, July 23, 2023**

12:00 PM	10:00 PM	Lavanya Arivendhi	Kayal Arangetram	CT
2:30 PM	4:30 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT

**Wednesday, July 26, 2023**

1:00 PM	3:00 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT
7:30 PM	9:30 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT

**Thursday, July 27, 2023**

7:30 PM	9:30 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT
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**Friday, July 28, 2023**

9:00 AM	10:00 PM	Chicago Korean Dance	Chicago Korean Dance	CT
8:00 PM	10:00 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT

**Saturday, July 29, 2023**

9:00 AM	10:00 PM	Leo Presents, LLC	Cheryl Porter Vocal Coach	CT
2:30 PM	4:30 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT
8:00 PM	10:00 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT

**Sunday, July 30, 2023**

9:00 AM	10:00 PM	Chicago Korean Dance	Chicago Korean Dance	CT
2:30 PM	4:30 PM	Northlight Theatre	NL Marie & Rosetta Perf.	NLT