

Aron Theatre Co-operative Inc.
Comparative Gross Margin Income Statement
For the fiscal years ending December 31, 2013 and 2012

	<u>2013</u>	<u>% Revenue</u>	<u>2012</u>	<u>% Revenue</u>
OPERATING REVENUE				
Tickets - Series	7,021	4.3%	8,317	5.7%
Tickets - Walk In	82,934	51.3%	77,413	53.3%
Concessions - Film	36,543	22.6%	38,242	26.3%
Children's Matinee	593	0.4%	0	0.0%
Retro Thursdays	501	0.3%	0	0.0%
Adult Passes	163	0.1%	0	0.0%
Youth Passes	105	0.1%	0	0.0%
Grind Movie Night	8	0.0%	0	0.0%
Rocky Horror	290	0.2%	0	0.0%
Ladies Night	82	0.1%	0	0.0%
Subtotal - Film Revenue	128,240	79.3%	123,973	85.3%
Dinner & Movie Package	233	0.1%	0	0.0%
Tickets - Live Performances	1,845	1.1%	3,666	2.5%
OPP Chorus	250	0.2%	0	0.0%
Yuk Yuk's	1,759	1.1%	0	0.0%
TIFF	5,023	3.1%	0	0.0%
TIFF Concession	903	0.6%	0	0.0%
TIFF Wine Sales	335	0.2%	0	0.0%
Concessions - Live Performances	539	0.3%	544	0.4%
Subtotal - Other Revenue	10,889	6.7%	4,211	2.9%
Rentals - Schools	283	0.2%	250	0.2%
Rentals - Private	2,917	1.8%	2,013	1.4%
Rentals - Concession	2,264	1.4%	2,431	1.7%
Subtotal - Other Revenue	5,464	3.4%	4,694	3.2%
Donations	1,602	1.0%	2,782	1.9%
Annual Membership	5,077	3.1%	6,584	4.5%
Fundraising Revenue	60	0.0%	44	0.0%
Duck Contest	136	0.1%	0	0.0%
Sponsorship Revenue	2,035	1.3%	2,390	1.6%
Sponsorship - YukYuk's	600	0.4%	0	0.0%
Sponsorship TIFF	2,500	1.5%	0	0.0%
Advertising Revenue	5,066	3.1%	600	0.4%
TOTAL OPERATING REVENUE	161,670	100.0%	145,277	100.0%
COST OF GOODS SOLD				
Film Rentals	39,936	24.7%	43,224	29.8%
Film Booker	3,750	2.3%	0	0.0%
YukYuk's expenses	1,500	0.9%	0	0.0%
Delivery	3,693	2.3%	5,607	3.9%
Artist Fees	1,251	0.8%	3,248	2.2%
Artist Hospitality	206	0.1%	200	0.1%
Sound and Lights	700	0.4%	900	0.6%
TIFF Expenses	1,803	1.1%	0	0.0%
Retro-Thursday Expenses	14	0.0%	0	0.0%
Concession	18,968	11.7%	21,683	14.9%
TOTAL COST OF GOODS SOLD	71,821	44.4%	74,863	51.5%
GROSS MARGIN	89,849	55.6%	70,414	48.5%

OPERATING EXPENSES

Advertising & Promotions	4,418	2.7%	8,023	5.5%
Cash Short/Over	681	0.4%	-733	-0.5%
Courier & Postage	73	0.0%	302	0.2%
Insurance	4,307	2.7%	6,984	4.8%
Legal Fees	0	0.0%	728	0.5%
Professional Fees	0	0.0%	210	0.1%
Memberships & Licences	415	0.3%	259	0.2%
Office Supplies	1,371	0.8%	771	0.5%
Printing & Photocopies	2,115	1.3%	4,594	3.2%
Property Taxes	5,958	3.7%	6,628	4.6%
Miscellaneous Expenses	469	0.3%	187	0.1%
Repair & Maintenance	4,331	2.7%	6,438	4.4%
Telephone	1,615	1.0%	1,558	1.1%
Internet & Website	1,497	0.9%	1,519	1.0%
Travel & Entertainment	97	0.1%	303	0.2%
HST Expense	0	0.0%	101	0.1%
Utilities	7,645	4.7%	7,798	5.4%
Late Payment Charges	51	0.0%		0.0%

TOTAL OPERATING EXPENSES**35,044 21.7%****45,669 31.4%****PAYROLL**

Contracts - Bookkeeping	4,400	2.7%	4,149	2.9%
Contracts - Membership Coordinator	3,708	2.3%	0	0.0%
Manager	26,313	16.3%	16,970	11.7%
Concession Staff	10,448	6.5%	9,887	6.8%
WSIB Expense	647	0.4%	0	0.0%
Employee Benefits	2,389	1.5%	1,136	0.8%

TOTAL PAYROLL**47,905 29.6%****32,142 22.1%**

Depreciation	15,822	9.8%	12,867	8.9%
--------------	--------	------	--------	------

TOTAL EXPENSE**98,771 61.1%****90,678 62.4%****INCOME FROM OPERATIONS****-8,922 -5.5%****-20,264 -13.9%****NON-OPERATING REVENUE**

Take Your Seat	3,216		9,317	
Interest Revenue	2		14	
Miscellaneous Revenue	189		332	
Wholesale Popcorn	0		41	
Grants - Provincial	0		36,900	
Grants - CSCF	8,983		0	
Grants - Federal	-499		26,733	
Grants - Municipal	5,486		6,092	
Grants - Trillium	23,200		0	
Grants - Other	0		36,900	

Subtotal - Grant Revenue**37,171****106,625****TOTAL NON-OPERATING REVENUE****40,578****116,329****OTHER EXPENSE**

Bank Charges	751		586	
Donations	0		40	
Fundraising Expenses	132		182	
Take Your Seat Expenses	3,639		1,179	
Interest - Mortgage	1,562		1,656	
Bond Interest - 5 year	2,221		3,351	
Bond Interest -10 year	869		1,473	
Bond Interest - 15 year	1,989		3,440	
Subtotal: Bond Interest	5,080		8,263	
Grant - ICP - Consultants Fees	0		34,178	
Grant - ICP - Promotions	4,270		400	
Subtotal: Grant - ICP	4,270		34,578	

TOTAL OTHER EXPENSE**15,434****46,484****SURPLUS****16,222****49,581**