



*a non-profit devoted to the advancement of dance and
other performing arts since 1982*

Annual Report for Fiscal Year Ending August 31, 2021

Date Published: January, 19, 2022

**46 Howland Ave
Adams, Massachusetts 01220**

<https://www.berkshiredance.org>

A message from our Board President:

I am excited to announce that Berkshire Dance Theatre is fast approaching its 40th year as a non-profit educational organization! With studios in Adams, Williamstown, and Bennington, we serve children, teens and families in over ten towns and cities. We offer nearly a dozen disciplines of dance and movement to all ages in both Berkshire and Bennington Counties, employing over a dozen faculty and staff. We cannot thank our teachers enough for their dedication and perseverance through these past two years. To Becky, Hope, Stacey, Amanda, Jamal, Erica, Kristi, Christa, Bethony, Kayla, Olivia, Gina, Ashley, and Peggy, we say thank you from the bottom of our hearts.

A special “thank you” goes to Managing Co-Director Hope Fontaine, who will be leaving us this June after more than eight years with BDT. Hope has been instrumental in the smooth running of the studio and shows for many years, keeping track of our finances, working with our accountant, providing flowers for the shows, and any number of other tasks that typically go unseen by our membership. Hope has been the ultimate “behind the scenes” class act and I trust you will join me in thanking her for her dedication to BDT.

Another special thanks goes to Artistic Co-Director Becky Ahamed for managing our COVID protocols, hybrid classes, a virtual showcase, and two outdoor spring performances! It was wonderful to see our students perform in person and to gather as a community to support them. Booking venues in Adams and Bennington, setting them up, coordinating the logistics and supporting the performances was an enormous achievement. So thank you, Becky, for making these performances possible. And thank you to Ahamad Multimedia for capturing them on film!

Financially, this has been another challenging year for Berkshire Dance Theatre. With enrollment still significantly lower than it was in the days before COVID-19 entered our lives, and the two-year loss of proceeds from spring recital ticket and program sales, we have struggled to cover our overhead. With the help of grants, fund-raisers, and personal donations, we made it to year 40, **but we need your help in raising new funds**. Please invite your friends and extended family - as well as others who may want to support our area children and teens - to contribute to BDT this year! Here are two easy ways to support us: the [Go Fund Me campaign](#) and the [BDT website](#).



Thank you to Berkshire Dance Theatre membership for all your support and for sharing your wonderful children and teens with us. Together we can build a successful future for this valuable community

Sincerely,

Carrie Greene, Board President 2019-21

A message from our Co-Directors (from the show program):



Welcome parents, guardians, families, and friends to Berkshire Dance Theatre's presentation of *Bored in the House!* This year has been a whirlwind to say the least. We've spent the past year dancing in our living rooms, kitchens, bedrooms, guest rooms, outdoors, and attics. We've gotten used to the phrases, "You're on mute!" and "The music sounds like it's underwater," or "Sorry that's just my dog barking." We've curated our very first virtual showcase (despite having major technical difficulties) and learned how to interpret dance backwards and on the "wrong" legs and arms. Although we may have not been "bored in the house," it was certainly not the same as dancing in the studio with our friends!

The idea of this show theme came from the famous TikTok song, "Bored in the House." Those first few weeks of quarantine were rough, not knowing if we could leave our homes and how long the lockdown would be. So what did we do to pass the time? Played hide and seek, built a fort, challenged our families to a long game of Monopoly, watched TikTok for hours on end, had a friendly card game of Uno and War, or turned on the old Nintendo 64 and hurt our thumbs playing Mario Kart for too long, and so much more!

The year 2020 was certainly unprecedented, but it taught us so many things as an organization. It showed us the passion our dancers have to continue their craft even with all the challenges they faced and how talented they are by learning through Zoom for months straight. It proved how versatile and dedicated our faculty are in adapting to a new teaching format and their ability to roll with the punches. Most notably, it allowed us to reflect on what is truly important to us: the friendships, the camaraderie, the love we have for our dancers, and the support their families have shown through these hard times are at the root of why we have continued for 39 years, especially through the pandemic. We've come to find that it's not about the sparkly costumes and colorful lights, or the big stage and the make up, but about human connection. Sharing the stage with each other is one thing, but sharing a love for dance and continuing to create lifelong relationships with each other is the true core of our organization. We'd be nowhere without the people that make BDT what it is today.

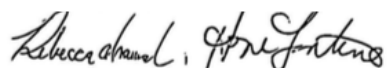
To our faculty, you have been our rock. Not only are you all IT experts now, but you're also experts at going with the flow and working seamlessly through change after change. You've remained by our side when times got hard and never once thought about giving up. Without you, we have no dance classes. We have no happy children. We have no studio. Our gratitude for you all goes above and beyond any words that can possibly be expressed.

To our audience, you've stuck with us over this last year, and supported us by donating, volunteering, and most importantly, having faith that the studio would get back on its feet. Your dancers are the reason we all do what we do here at BDT. Without the support you've shown us, we may not be dancing on this stage today. Thank you for continuing to choose us for your child's dance education.

To our dancers, we hope you know how special each and every one of you are to all of your teachers, and to us as Co-Directors. You've made us smile during these really hard times and gave us a reason to continue doing what we love too! Watching your growth over this past year has been incredible given the circumstances, so seeing you perform today will prove our theory that we can still come together while staying apart!

Sincerely,

Becky Ahamad & Hope Fontaine
Co-Directors



Who we are

Berkshire Dance Theatre (BDT) is a non-profit organization devoted to the advancement of dance and other performing arts. BDT provides beginning, intermediate and advanced students the opportunity to improve their technical and artistic skills in dance and related arts, and fosters public awareness and interest in dance and other performing activities. BDT's experienced instructors not only teach dance; they also offer our students the opportunity to put on public performances throughout the year.

Berkshire Dance Theatre prides itself on teaching the art of dance, not the sport of dance. Our curriculum is technically based, with its foundation in ballet. As students progress through their studies, they master the concepts and techniques and advance based not on age but ability and willingness to work hard to excel.

2019-20 Administrative Staff and Faculty

Miss Peggy



Miss Stacey



Miss Olivia



Miss Kristi



Miss Kayla



Miss Erica



Miss Becky



Miss Christa



Miss Ashley



Miss Amanda



Miss Gina



Mister Jamal



HAPPY INTERNATIONAL TEACHER DAY!!!! (DANCE teachers specifically for us 🙌) We are beyond thankful for our 12 incredible dance teachers here at BDT!! They've been the most dedicated team we could ever dream of working with. With all of the unknowns during this unprecedented time, they've not only rolled with the punches and changes, but have

embraced them. Our faculty has certainly proven that they can be creative in more ways than one as they have continued to produce clear and meaningful dance education while being innovative in their hybrid delivery. THANK YOU THANK YOU THANK YOU for your willingness to adapt and continued dedication to our studio and your dancers ! [#BDT](#) [#BerkshireDanceTheatre](#) [#InternationalDanceTeacherDay](#) [#ComingTogetherWhileStayingApart](#)

Volunteers

Volunteers play an integral role at Berkshire Dance Theatre, as in any non-profit organization. BDT volunteers become a part of our community by working with students and staff to achieve set goals. Volunteers from the past are remembered fondly and have left a lasting mark on BDT. They are a part of who we are and BDT has become a part of them. Thank you to all who have volunteered throughout the years! This year, we would particularly like to thank the following for assistance with our outdoors shows: BDT Board of Directors (Carrie Greene, Meghan Labbee, Kirsten Rose, Chaila Sekora, Emma Whittum, Juliet Mazzola), BDT Faculty and Staff (pictured above!), BDT Dancers, Bowe Field, Town of Bennington, Ahamad Multimedia, Stephen Faucher, Christin George. Lauren Jacobbe, Jacqueline Lemaire, Dan Morris, 2020-2021 Donors, and all of YOU who continue to support our organization!



“Sept 19, 2020
Although National Dance Day is definitely not the same this year, we are SO happy to have our dancers back in person with us! It was a chaotic week with setting up Zoom for live streaming, keeping our distance, taking temperatures, cleaning in-between every class and running

classes a little unconventionally, but we are so grateful for our incredible instructors and dancers who are rolling with the punches and making this work for our BDT family!!! [#HappyNationalDanceDay](#)”

Berkshire Dance Theatre has a long tradition in the county, having been first incorporated as a non-profit organization in 1982. Since then, the school has gone through several stages during which its different managements have sought the most viable model to maintain the vitality and artistic and fiscal integrity of the school. The model BDT has arrived at encourages the active engagement of a Board of Directors, and the executive body of the Theatre has invested ever greater efforts in seeking sponsors, donors, and grant opportunities in order to sustain the high quality of its programs. Throughout the history of the school, the one constant has been the

commitment to high quality and professionalism in dance instruction and a fun and rewarding experience for its students.

"Our dancers are the reason our faculty and staff continue to do what they do. Watching them grow into beautiful dancers, innovative artists, and incredible individuals is what dedicates us all to our craft and love for teaching."

~Co-Directors Becky Ahamad and Hope Fontaine

Mission and Vision

Berkshire Dance Theatre is dedicated to providing the highest quality dance and performing arts education. The joy, confidence and mutual respect our students gain enhance their communities and continue to guide them throughout their lives.

Our vision is to foster a strength-based learning environment for students in dance and the performing arts to accomplish the following goals:

- Expand appreciation for dance and the performing arts.
- Showcase our students' achievements, talents and passion for the arts thereby deepening public support and engagement.
- Broaden opportunities for community members to actively participate in the arts.
- Provide a strong foundation which enables students to advance their studies.
- Develop the financial and community resources necessary to grow and sustain Berkshire Dance Theatre's mission and vision.



"A HUGE thank you goes out to dancers Emily, Gianna, Natalie, Jess and Maddie for helping Miss Becky with some final show preparations today! Another thank you to Mr. Jamal and Miss Kayla who volunteered their time today too! Miss Becky would be lost without those of you who are always willing to lend a helping hand, especially during show week!" June 13, 2021

Curriculum

The program at BDT is progressive and builds on the skills and experiences students acquire as they advance through the curriculum. Students in our Foundation level are placed according to general age guidelines. Transfer students begin at the lowest level appropriate for their age, and through the evaluation of the instructor, are placed at the correct class level in each discipline for their skill level.

Students are most successful when they start at the beginning of the program and work their way through it according to their own readiness and ability. Students advance according to ability and individual rates of progress. All placements are by teacher recommendation. We place our students in the classes where they will learn the most. Taking classes that are too difficult only promotes bad habits and poor technique, and often leads to frustration and discouragement.

Our Three Studios

The studio in the historic Howland School at 46 Howland Ave. in Adams, is typically home to the upper level classes and the Company/Junior Company rehearsals. The Bennington studio, located at 120 Union St, typically features classes in children's programming and adult dance, in addition to beginner and intermediate programming. The Williamstown Studio is located at the Williamstown Youth Center and features classes for young ones.

Our Two Outdoor Performance Venues:

Willow Park Pavillion, Bennington, VT
Agricultural Fairgrounds, Adams, MA

Grants, Donations, Fundraisers



GoFundMe: Thank you to Lynsey Kastrinakis for organizing this! [The campaign](#) has raised \$1403 over two years. Please donate to it if you can!

LogoWear: Thanks to all who ordered! This fundraiser generated \$800 this year.

Greene Family Donation: \$30,000 over two years.
[#BDT](#) [#BerkshireDanceTheatre](#) [#ComingTogetherWhileStayingApart](#)
[#WearAMask](#) [#MasksCanSaveLives](#)

Enrollment

As of February 2020, we had 237 students enrolled. After the shut-down in spring 2020, we were able to continue running 80% of our classes virtually. In the fall of 2020, our enrollment had dropped by 50% due to COVID-19 restrictions.

Our Non-Profit Status

Berkshire Dance Theatre, a non-profit organization tax-exempted under section 501 (c) (03) of the IRC, is dedicated to providing the highest quality dance and performing arts education. The joy, confidence and mutual respect our students gain enhance their communities and continue to guide them throughout their lives. BDT strives to offer classes to all age categories in a wide variety of genres and to bring renowned dancers to teach master and intensive programs. While the Theatre aims to keep the top quality dancers as instructors, it also tries to ensure that the instruction for community members is affordable. In addition, BDT provides financial aid through its Angel Fund, which endeavors to assist families in need so that their children can also take full advantage of BDT's programs.

Angel Fund

Berkshire Dance Theatre believes everyone should have the opportunity to experience the joy of dance and pursue their passion. When financial circumstances stand in the way of those dreams, the Angel Fund provides assistance in those situations.

The Angel Fund is solely sponsored by private donations from friends, families of Berkshire Dance Theatre and the surrounding community. Donations may be made to the general fund or anonymously to sponsor a specific dancer. By becoming a BDT Angel you will assist in the growth of a child as an artist and student of the greater community.

Scholarships

Sarah Sheldon Sibling Scholarship: Aliya Paustian, Ella Paustian and Aubrey Croff

Interactive Arts Award: Nikolas Segura

Co-Director Scholarship: Emily George and Lizzie Davis

Congratulations to our scholarship recipients!

Profit and Loss Jan 2020-Dec 2021

Berkshire Dance Theatre, Inc.

Profit and Loss January - December 2021

| | TOTAL |
|--|---------------------|
| Income | |
| 4000 Contributions - Unrestricted | |
| 4020 Fundraisers | |
| 4027 Miscellaneous Fundraisers | 28.31 |
| Total 4020 Fundraisers | 28.31 |
| Total 4000 Contributions - Unrestricted | 28.31 |
| 4015 donation COVID19 | 5,000.00 |
| 4200 Program Service Revenue | |
| 4201 Tuition | 137,572.04 |
| 4300 Production Revenue | |
| 4301 Ticket Sales | 3,643.73 |
| 4305 T-Shirt Sales | 1,196.90 |
| Total 4300 Production Revenue | 4,840.63 |
| Total 4200 Program Service Revenue | 142,412.67 |
| 4450 Interest Income | 0.32 |
| 4500 Gross Sales of Inventory | |
| 4502 Logowear | 1,113.20 |
| Total 4500 Gross Sales of Inventory | 1,113.20 |
| Sales | 6.84 |
| Total Income | \$148,561.34 |
| GROSS PROFIT | \$148,561.34 |
| Expenses | |
| 5000 Salaries and Benefits | |
| 5001 Payroll - Faculty | 2,023.09 |
| 5004 Krista Segura | 4,192.80 |
| 5011 Jamal Ahamad | 1,550.00 |
| 5012 Stacey Broderick | 9,691.67 |
| 5033 Kayla Hollas | 1,327.50 |
| 5066 Taylar Jackson | 450.00 |
| 5067 Ashley Michael | 285.63 |
| 5070 bethany Maloy | 1,792.75 |
| 5078 Erica Cummings | 4,762.50 |
| 5083 Christa Sprague | 1,769.75 |
| 5091 Olivia Cacciatore | 1,031.00 |
| 5166 Amanda Schuler | 2,778.63 |
| Total 5001 Payroll - Faculty | 31,655.32 |
| 5100 Payroll - Staff | |
| 5043 Hope Fontaine | 8,400.00 |
| 5111 Peggy Coulter | 700.75 |
| 5115 Becky Clemons | 13,222.00 |
| Total 5100 Payroll - Staff | 22,322.75 |
| Total 5000 Salaries and Benefits | 53,978.07 |

Berkshire Dance Theatre, Inc.

Profit and Loss January - December 2021

| | TOTAL |
|--|------------------|
| 5400 Insurance - Workers' Comp | 736.50 |
| 5500 Insurance - Unemployment | 962.77 |
| 5600 Payroll Taxes | 3,974.63 |
| 5700 Professional Fees | |
| 5710 Payroll/Bookkeeping | 2,990.00 |
| 5711 Accounting | 6,870.00 |
| 5712 Workshop/Special Events | 250.00 |
| 5719 Special Event Rent | 180.00 |
| Total 5712 Workshop/Special Events | 430.00 |
| Total 5700 Professional Fees | 10,290.00 |
| 5800 Occupancy - Rent, Utilities | |
| 5810 Rent - Adams | 30,960.00 |
| 5811 Rent - Bennington | 14,740.00 |
| 5812 Rent - Williamstown | 720.00 |
| 5813 Utilities - Bennington | 5,722.72 |
| 5818 Property Tax | 30.92 |
| Total 5800 Occupancy - Rent, Utilities | 52,173.64 |
| 5900 Printing, Publications & Postage | 12.93 |
| 5911 Website | 380.18 |
| 5913 Marketing | 951.62 |
| 5914 Internet | 1,360.49 |
| Total 5900 Printing, Publications & Postage | 2,705.22 |
| 6000 Other | |
| 6010 Annual Production | |
| 6012 Costumes | 520.65 |
| 6016 Printing/Program | 365.70 |
| 6022 Ticket Sales | 87.83 |
| 6023 T-Shirts | 158.16 |
| 6025 Miscellaneous Expenses | 395.00 |
| 6028 Awards | 59.13 |
| Total 6010 Annual Production | 1,586.47 |
| Total 6000 Other | 1,586.47 |
| 6200 Credit Card Fees | 4,676.74 |
| 6250 Bank Fees | 803.95 |
| 6253 License Fees | 326.51 |
| 6400 Insurance - Board Liability | 2,770.25 |
| 6500 Insurance - School Liability | 121.95 |
| 6600 Office Supplies | 286.19 |
| 6602 Adams Studio | 66.88 |
| 6603 Bennington Studio | 192.63 |
| 6604 Software | 3,145.92 |
| Total 6600 Office Supplies | 3,691.62 |

Berkshire Dance Theatre, Inc.

Profit and Loss January - December 2021

| | TOTAL |
|--|---------------------|
| 7325 Small Equipment | 94.01 |
| 7400 Cost of Inventory Sold | |
| 7411 Logowear | 1,428.40 |
| Total 7400 Cost of Inventory Sold | 1,428.40 |
| Total Expenses | \$140,320.73 |
| NET OPERATING INCOME | \$8,240.61 |
| NET INCOME | \$8,240.61 |

Approved Budget for FY22 (Sept 2021-August 2022)

Berkshire Dance Theatre, Inc.

Budget Overview: FY2022 - FY22 P&L
September 2021 - August 2022

| | SEP 2021 | OCT 2021 | NOV 2021 | DEC 2021 | JAN 2022 | FEB 2022 | MAR 2022 | APR 2022 | MAY 2022 | JUN 2022 | JUL 2022 | AUG 2022 | TOTAL |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-------------------|-------------------|---------------------|
| Income | | | | | | | | | | | | | |
| 4000 Contributions - Unrestricted | | | | | | | | | | | | | \$0.00 |
| 4020 Fundraisers | | | | | | | | | | | | | \$0.00 |
| 4027 Miscellaneous Fundraisers | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | \$2,400.00 |
| Total 4020 Fundraisers | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | \$2,400.00 |
| Total 4000 Contributions - Unrestricted | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | \$2,400.00 |
| 4100 Contributions - Restricted | | | | | | | | | | | | | \$0.00 |
| 4103 Scholarship Donations | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 200.00 | 0.00 | 0.00 | 0.00 | \$200.00 |
| Total 4100 Contributions - Restricted | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 200.00 | 0.00 | 0.00 | 0.00 | \$200.00 |
| 4200 Program Service Revenue | | | | | | | | | | | | | \$0.00 |
| 4201 Tuition | 15,000.00 | 15,000.00 | 15,000.00 | 15,000.00 | 15,000.00 | 15,000.00 | 15,000.00 | 15,000.00 | 15,000.00 | 8,000.00 | 3,500.00 | 8,000.00 | \$154,500.00 |
| 4300 Production Revenue | | | | | | | | | | | | | \$0.00 |
| 4301 Ticket Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 6,000.00 | 7,000.00 | 2,846.43 | 124.20 | 0.00 | \$15,970.63 |
| 4302 Costume Fees | 0.00 | 0.00 | 0.00 | 7,000.00 | 7,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$14,000.00 |
| 4303 Rehearsal Fees | 0.00 | 0.00 | 0.00 | 0.00 | 2,500.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$2,500.00 |
| 4305 T-Shirt Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,196.90 | 0.00 | 0.00 | 0.00 | \$1,196.90 |
| 4306 Flower Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 | 0.00 | 0.00 | \$1,000.00 |
| Total 4300 Production Revenue | 0.00 | 0.00 | 0.00 | 7,000.00 | 9,500.00 | 0.00 | 0.00 | 6,000.00 | 8,196.90 | 3,846.43 | 124.20 | 0.00 | \$34,667.53 |
| Total 4200 Program Service Revenue | 15,000.00 | 15,000.00 | 15,000.00 | 22,000.00 | 24,500.00 | 15,000.00 | 15,000.00 | 21,000.00 | 23,196.90 | 11,846.43 | 3,624.20 | 8,000.00 | \$181,167.53 |
| 4450 Interest Income | 0.03 | 0.03 | 0.03 | 0.03 | 0.02 | 0.02 | 0.03 | 0.03 | 0.02 | 0.03 | 0.03 | 0.00 | \$0.30 |
| Total Income | \$15,200.03 | \$15,200.03 | \$15,200.03 | \$22,200.03 | \$24,700.02 | \$15,200.02 | \$15,200.03 | \$21,200.03 | \$23,596.92 | \$12,046.46 | \$3,824.23 | \$8,200.00 | \$191,767.83 |
| GROSS PROFIT | \$15,200.03 | \$15,200.03 | \$15,200.03 | \$22,200.03 | \$24,700.02 | \$15,200.02 | \$15,200.03 | \$21,200.03 | \$23,596.92 | \$12,046.46 | \$3,824.23 | \$8,200.00 | \$191,767.83 |
| Expenses | | | | | | | | | | | | | |
| 5000 Salaries and Benefits | | | | | | | | | | | | | \$0.00 |
| 5001 Payroll - Faculty | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,023.09 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$2,023.09 |
| 5004 Krista Segura | 650.00 | 650.00 | 650.00 | 650.00 | 650.00 | 650.00 | 650.00 | 650.00 | 650.00 | 650.00 | 650.00 | 400.00 | \$7,550.00 |
| 5011 Jamal Ahamad | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | \$1,650.00 |
| 5012 Stacey Broderick | 1,400.00 | 1,400.00 | 1,400.00 | 1,400.00 | 1,400.00 | 1,400.00 | 1,400.00 | 1,400.00 | 1,400.00 | 1,400.00 | 1,400.00 | 1,400.00 | \$16,800.00 |
| 5033 Kayla Hollis | 175.00 | 175.00 | 175.00 | 175.00 | 175.00 | 175.00 | 175.00 | 175.00 | 175.00 | 175.00 | 175.00 | 0.00 | \$1,750.00 |
| 5067 Ashley Michael | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 0.00 | \$1,500.00 |
| 5078 Erica Cummings | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | \$7,200.00 |
| 5083 Christa Sprague | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 400.00 | 0.00 | \$4,400.00 |
| 5166 Amanda Schuler | 450.00 | 450.00 | 450.00 | 450.00 | 450.00 | 450.00 | 450.00 | 450.00 | 450.00 | 450.00 | 450.00 | 450.00 | \$5,400.00 |
| Total 5001 Payroll - Faculty | 3,975.00 | 3,975.00 | 3,975.00 | 3,975.00 | 3,975.00 | 5,998.09 | 3,975.00 | 3,975.00 | 3,975.00 | 3,975.00 | 3,650.00 | 2,850.00 | \$48,273.09 |
| 5100 Payroll - Staff | | | | | | | | | | | | | \$0.00 |
| 5043 Hope Fontaine | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | 600.00 | \$7,200.00 |
| 5115 Becky Clemmons | 1,208.00 | 1,208.00 | 1,208.00 | 1,208.00 | 1,208.00 | 1,208.00 | 1,208.00 | 1,208.00 | 1,208.00 | 1,208.00 | 1,208.00 | 1,208.00 | \$14,496.00 |
| Total 5100 Payroll - Staff | 1,808.00 | 1,808.00 | 1,808.00 | 1,808.00 | 1,808.00 | 1,808.00 | 1,808.00 | 1,808.00 | 1,808.00 | 1,808.00 | 1,808.00 | 1,808.00 | \$21,696.00 |
| Total 5000 Salaries and Benefits | 5,783.00 | 5,783.00 | 5,783.00 | 5,783.00 | 5,783.00 | 7,806.09 | 5,783.00 | 5,783.00 | 5,783.00 | 5,783.00 | 5,458.00 | 4,658.00 | \$69,969.09 |
| 5400 Insurance - Workers' Comp | 714.00 | 713.00 | 948.00 | 712.00 | 197.60 | 0.00 | 0.00 | 0.00 | 306.80 | 0.00 | 0.00 | 0.00 | \$3,591.40 |
| 5500 Insurance - Unemployment | 0.00 | 81.75 | 38.09 | 57.59 | 66.30 | 307.43 | 55.91 | 66.20 | 0.00 | 77.05 | 0.00 | 0.00 | \$750.32 |
| 5600 Payroll Taxes | 0.00 | 467.93 | 217.67 | 336.45 | 379.75 | 177.07 | 320.13 | 379.11 | 0.00 | 441.12 | 0.00 | 0.00 | \$2,719.23 |
| 5700 Professional Fees | | | | | | | | | | | | | \$0.00 |
| 5710 Payroll/Bookkeeping | 135.00 | 135.00 | 0.00 | 135.00 | 135.00 | 135.00 | 135.00 | 135.00 | 0.00 | 270.00 | 0.00 | 0.00 | \$1,215.00 |
| 5711 Accounting | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 6,870.00 | 0.00 | \$6,870.00 |
| Total 5700 Professional Fees | 135.00 | 135.00 | 0.00 | 135.00 | 135.00 | 135.00 | 135.00 | 135.00 | 0.00 | 270.00 | 6,870.00 | 0.00 | \$8,085.00 |
| 5800 Occupancy - Rent, Utilities | | | | | | | | | | | | | \$0.00 |
| 5810 Rent - Adams | 3,200.00 | 3,200.00 | 3,200.00 | 3,200.00 | 3,200.00 | 3,200.00 | 3,200.00 | 3,200.00 | 3,200.00 | 3,200.00 | 0.00 | 0.00 | \$32,000.00 |
| 5811 Rent - Bennington | 1,360.00 | 1,360.00 | 1,360.00 | 1,360.00 | 1,360.00 | 1,360.00 | 1,360.00 | 1,360.00 | 1,360.00 | 1,360.00 | 1,360.00 | 1,360.00 | \$16,320.00 |
| 5812 Rent - Williamstown | 320.00 | 320.00 | 320.00 | 320.00 | 320.00 | 320.00 | 320.00 | 320.00 | 320.00 | 320.00 | 0.00 | 0.00 | \$3,200.00 |
| 5813 Utilities - Bennington | 437.58 | 194.09 | 482.51 | 376.35 | 984.04 | 693.92 | 533.40 | 396.19 | 339.38 | 36.53 | 581.86 | 36.53 | \$5,092.38 |
| 5815 Trash Removal | 33.00 | 33.00 | 33.00 | 33.00 | 33.00 | 33.00 | 33.00 | 33.00 | 33.00 | 33.00 | 33.00 | 33.00 | \$396.00 |
| 5816 Telephone | 87.00 | 87.00 | 87.00 | 87.00 | 87.00 | 87.00 | 87.00 | 87.00 | 87.00 | 87.00 | 87.00 | 87.00 | \$1,044.00 |
| 5818 Property Tax | 0.00 | 0.00 | 0.00 | 0.00 | 30.92 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$30.92 |
| Total 5800 Occupancy - Rent, Utilities | 5,437.58 | 5,194.09 | 5,482.51 | 5,376.35 | 6,014.96 | 5,693.92 | 5,533.40 | 5,396.19 | 5,339.38 | 5,036.53 | 2,061.86 | 1,516.53 | \$58,083.30 |
| 5900 Printing, Publications & Postage | 0.00 | 8.25 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 11.86 | 0.00 | 0.00 | 0.00 | 0.00 | \$20.11 |
| 5913 Marketing | 12.95 | 30.88 | 20.01 | 42.84 | 12.95 | 12.95 | 50.00 | 50.95 | 50.00 | 32.12 | 75.65 | 12.95 | \$404.25 |
| 5914 Internet | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | \$2,400.00 |
| Total 5900 Printing, Publications & Postage | 212.95 | 239.13 | 220.01 | 242.84 | 212.95 | 212.95 | 250.00 | 262.81 | 250.00 | 232.12 | 275.65 | 212.95 | \$2,824.36 |
| 6000 Other | | | | | | | | | | | | | \$0.00 |
| 6010 Annual Production | | | | | | | | | | | | | \$0.00 |
| 6012 Costumes | 0.00 | 0.00 | 0.00 | 6,000.00 | 6,000.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$12,000.00 |
| 6014 Flowers | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 300.00 | 0.00 | 0.00 | \$300.00 |
| 6015 Photography | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 400.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$400.00 |
| 6016 Printing/Program | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 365.70 | 0.00 | 0.00 | \$365.70 |
| 6017 Props/Decor | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 400.00 | 0.00 | 0.00 | \$400.00 |
| 6018 Show Director | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,200.00 | 0.00 | 0.00 | \$1,200.00 |
| 6019 Sound Engineer | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,200.00 | 0.00 | 0.00 | \$1,200.00 |
| 6021 Theatre, Security | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 900.00 | 1,200.00 | 0.00 | \$2,100.00 |
| 6023 T-Shirts | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,000.00 | 0.00 | 0.00 | \$1,000.00 |
| 6024 Video | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,800.00 | 0.00 | 0.00 | \$1,800.00 |
| 6025 Miscellaneous Expenses | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 395.00 | 0.00 | 0.00 | \$395.00 |
| 6026 Payroll | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,500.00 | 0.00 | 0.00 | \$3,500.00 |

Berkshire Dance Theatre, Inc.

BUDGET OVERVIEW: FY2021 - FY21 P&L

September 2020 - August 2021

| | SEP 2020 | OCT 2020 | NOV 2020 | DEC 2020 | JAN 2021 | FEB 2021 | MAR 2021 | APR 2021 | MAY 2021 | JUN 2021 | JUL 2021 | AUG 2021 | TOTAL |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-------------------|-------------------|---------------------|
| Total 6010 Annual Production | 0.00 | 0.00 | 0.00 | 400.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,000.00 | 0.00 | 0.00 | \$2,400.00 |
| Total 6000 Other | 0.00 | 0.00 | 0.00 | 400.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,000.00 | 0.00 | 0.00 | \$2,400.00 |
| 6100 Fundraising | | | | | | | | | | | | | \$0.00 |
| 6110 Butter Braids | 0.00 | 0.00 | 0.00 | 80.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$80.00 |
| Total 6100 Fundraising | 0.00 | 0.00 | 0.00 | 80.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$80.00 |
| 6200 Credit Card Fees | 727.09 | 555.30 | 560.26 | 584.71 | 879.05 | 1,130.96 | 834.76 | 706.09 | 387.12 | 498.91 | 441.69 | 370.91 | \$7,676.85 |
| 6226 Donations | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 720.00 | 0.00 | 0.00 | \$720.00 |
| 6250 Bank Fees | 0.00 | 0.00 | 0.00 | 0.00 | 70.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$70.00 |
| 6400 Insurance - Board Liability | 0.00 | 712.25 | 712.25 | 712.25 | 0.00 | 0.00 | 289.00 | 0.00 | 0.00 | 0.00 | 0.00 | 390.00 | \$2,815.75 |
| 6500 Insurance - School Liability | 35.00 | 35.00 | 35.00 | 35.00 | 35.00 | 35.00 | 35.00 | 35.00 | 35.00 | 0.00 | 0.00 | 0.00 | \$315.00 |
| 6600 Office Supplies | | | | | | | | | | | | | \$0.00 |
| 6602 Adams Studio | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | \$1,800.00 |
| 6603 Bennington Studio | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | \$1,800.00 |
| 6604 Software | 202.53 | 202.53 | 356.97 | 189.99 | 189.99 | 189.99 | 237.26 | 252.65 | 238.70 | 245.69 | 358.10 | 248.65 | \$2,913.05 |
| Total 6600 Office Supplies | 502.53 | 502.53 | 656.97 | 489.99 | 489.99 | 489.99 | 537.26 | 552.65 | 538.70 | 545.69 | 658.10 | 548.65 | \$6,513.05 |
| 6650 Program Fee Credits | | | | | | | | | | | | | \$0.00 |
| 6651 Angel Fund | 0.00 | 500.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$500.00 |
| 6656 Work Credits | 162.00 | 236.00 | 225.00 | 42.00 | 42.00 | 84.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$791.00 |
| 6657 Teaching Assistants | 0.00 | 88.80 | 0.00 | 0.00 | 15.20 | 74.70 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$178.70 |
| Total 6650 Program Fee Credits | 162.00 | 824.80 | 225.00 | 42.00 | 57.20 | 158.70 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | \$1,469.70 |
| 7400 Cost of Inventory Sold | | | | | | | | | | | | | \$0.00 |
| 7411 Logowear | 0.00 | 0.00 | 0.00 | 2,672.18 | 199.30 | 1,367.54 | 0.00 | 0.00 | 0.00 | 60.00 | 0.00 | 0.00 | \$4,299.02 |
| Total 7400 Cost of Inventory Sold | 0.00 | 0.00 | 0.00 | 2,672.18 | 199.30 | 1,367.54 | 0.00 | 0.00 | 0.00 | 60.00 | 0.00 | 0.00 | \$4,299.02 |
| Uncategorized Expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 171.75 | 0.00 | 0.00 | \$171.75 |
| Total Expenses | \$11,597.09 | \$13,388.35 | \$12,680.03 | \$18,138.71 | \$12,621.71 | \$16,283.23 | \$13,999.18 | \$11,099.05 | \$10,655.79 | \$13,409.79 | \$7,428.38 | \$6,940.38 | \$149,241.69 |
| NET OPERATING INCOME | \$1,655.62 | \$1,191.68 | \$-895.01 | \$-6,993.68 | \$-416.68 | \$-4,132.21 | \$865.85 | \$-519.03 | \$-70.36 | \$-2,829.76 | \$3,138.70 | \$3,626.70 | \$-5,378.18 |
| NET INCOME | \$1,655.62 | \$1,191.68 | \$-895.01 | \$-6,993.68 | \$-416.68 | \$-4,132.21 | \$865.85 | \$-519.03 | \$-70.36 | \$-2,829.76 | \$3,138.70 | \$3,626.70 | \$-5,378.18 |

Fall Foliage Parade, October 3, 2021
North Adams, MA



“We had a blast during the Fall Foliage parade today! Performed our Poker Face dance for their games, takeout, and quarantine theme! ♥ ♦ ♣ Thanks dancers and families for participating! [#BerkshireDanceTheatre](#) [#FallFoliage2021](#)”

