

FALL FEST 2024 as of 3/28/24

BUDGET

Item Description	2014 actual	2015 actual	2016 actual	2017 actual	2018 actual	2019 actual	2021 actual	2022 actual	2023 actual	2024 budget
<b>REVENUE</b>										
General Sponsorships		\$28,100	\$40,955	\$52,948	\$39,993	\$40,802	\$18,295	\$35,750	\$71,000	\$60,000
Tour of Homes Sponsorships		\$2,050	\$5,950	\$6,200	\$7,330	\$7,065	\$0	\$1,576	\$11,000	\$5,000
Road Race Sponsorships		\$2,000	\$2,050	\$2,000	\$2,000	\$3,500	\$0	\$0	\$8,250	\$8,000
Kidlandia Sponsorships		\$5,300	\$5,000	\$7,413	\$8,336	\$5,268	\$5,850	\$6,000	\$7,500	\$5,000
<b>Sub-total - Sponsorships</b>	<b>\$11,900</b>	<b>\$37,450</b>	<b>\$53,955</b>	<b>\$68,561</b>	<b>\$57,659</b>	<b>\$56,635</b>	<b>\$24,145</b>	<b>\$43,326</b>	<b>\$97,750</b>	<b>\$78,000</b>
Kids Market	\$0	\$675	\$750	\$550	\$275	\$0	\$1,000		\$1,238	
Artists Market	0	\$29,916	\$39,781	\$43,452	\$47,241	\$43,745	\$19,648	\$26,369	\$53,779	\$52,000
<b>Sub-total - Market Booths</b>	<b>\$19,050</b>	<b>\$30,591</b>	<b>\$40,531</b>	<b>\$44,002</b>	<b>\$47,516</b>	<b>\$43,745</b>	<b>\$20,648</b>	<b>\$26,369</b>	<b>\$55,017</b>	<b>\$52,000</b>
Food Vendors	\$8,150	\$13,675	\$12,790	\$15,765	\$20,530	\$16,750	\$7,940	\$10,005	\$14,825	\$15,000
Tour of Homes Tickets	\$2,630	\$4,634	\$4,367	\$4,898	\$2,405	\$3,517	\$0	\$9,119	\$6,750	\$9,000
Road Race Entry Fee Revenue	\$5,539	\$5,080	\$6,786	\$9,386	\$11,020	\$13,529		\$2,317	\$13,161	\$15,000
Beer, Wine & Other Beverages	\$6,903	\$3,928	\$19,691	\$20,230	\$29,903	\$24,566	\$16,606	\$9,982	\$31,638	\$20,000
ATM Comission	\$0	\$319	\$1,740	\$2,474	\$536	\$0				
Merchandise	\$1,062	\$1,613	\$5,077	\$4,745	\$4,529	\$3,005	\$5,915	\$5,869	\$5,351	\$5,000
CPNO Medallions	\$0	\$0	\$1,365	\$3,482	\$1,363	\$1,320				
Kidlandia Sales	\$0	\$346	\$2,023	\$384	\$2,226	\$576		\$2,923	\$5,000	\$5,000
Ferris Wheel, Slide, Striker Sales	\$0	\$0	\$3,535	\$5,659	\$6,790	\$0				
<b>Sub-total - Miscellaneous Revenue</b>	<b>\$24,284</b>	<b>\$29,594</b>	<b>\$57,374</b>	<b>\$67,022</b>	<b>\$79,302</b>	<b>\$63,263</b>	<b>\$30,461</b>	<b>\$40,215</b>	<b>\$76,725</b>	<b>\$69,000</b>
Fall Ball Sponsorships								\$2,600	\$5,500	\$5,000
Fall Ball Ticket Sales								\$24,875	\$17,725	\$20,000
Fall Ball Raffle Sales									\$1,564	
<b>Sub-total - Fall Ball Revenue</b>								<b>\$27,475</b>	<b>\$24,789</b>	<b>\$25,000</b>
<b>TOTAL REVENUE</b>	<b>\$55,234</b>	<b>\$97,636</b>	<b>\$151,860</b>	<b>\$179,585</b>	<b>\$184,477</b>	<b>\$163,643</b>	<b>\$75,254</b>	<b>\$137,385</b>	<b>\$254,280</b>	<b>\$224,000</b>
<b>EXPENSES</b>										
Bicycle parking	\$950	\$0	\$0	\$1,195	\$1,245	\$1,245	\$620	\$620	\$0	\$1,000
EMS & Fire	\$1,540	\$1,415	\$1,632	\$1,725	\$1,725	\$1,725	\$3,290	\$7,780	\$4,900	\$5,000
Fencing	\$820	\$2,102	\$2,216	\$2,937	\$2,604	\$2,581	\$1,388	\$1,737	\$3,840	\$4,000
Generators and diesel fuel	\$4,594	\$5,219	\$6,912	\$8,362	\$8,634	\$9,954	\$7,990	\$9,257	\$11,605	\$12,000
Golf carts	\$1,374	\$1,150	\$1,200	\$1,325	\$1,050	\$1,245	\$910	\$985	\$1,528	\$1,000
Insurance	\$900	\$900	\$0	\$0	\$0	\$0	\$0	\$0		
Permit fees	\$2,485	\$2,270	\$2,300	\$3,736	\$2,856	\$2,750	\$4,050	\$3,882	\$3,776	\$4,000
Pool house rental	\$200	\$0	\$600	\$770	\$880	\$1,120	\$0	\$0	\$0	\$0
Labor		\$1,246	\$810	\$180	\$520	\$490	\$300	\$523	\$1,420	\$1,000
Radio rental	\$360	\$195	\$280	\$307	\$169	\$239	\$219	\$219	\$309	\$350
Sanitation & toilets	\$7,400	\$6,750	\$8,110	\$10,215	\$10,615	\$12,215	\$16,737	\$17,244	\$20,727	\$21,000
Security for festival	\$7,744	\$6,717	\$17,484	\$23,587	\$27,040	\$26,700	\$15,676	\$18,989	\$43,331	\$48,000
Snacks & water		\$0	\$0	\$0	\$0	\$0	\$0	\$0		
Tent rental	\$1,681	\$3,228	\$2,114	\$1,996	\$1,895	\$1,667	\$2,140	\$2,168	\$7,284	\$8,000
Miscellaneous	\$3,019	\$3,505	\$1,107	\$1,105	\$1,612	\$1,894	\$0	\$377	\$1,298	\$0
Hospitality							\$1,632	\$225	\$585	
Contingency		\$6,576	\$0	\$3,566	\$1,258	\$0	\$1,272			\$5,000
Featured Event-TBD			\$3,600	\$6,900	\$6,900	\$0	\$0			
PayPal fees								\$2,121	\$1,482	\$1,000
<b>Sub-total - Operations</b>	<b>\$33,066</b>	<b>\$41,274</b>	<b>\$48,365</b>	<b>\$67,906</b>	<b>\$69,003</b>	<b>\$63,825</b>	<b>\$56,224</b>	<b>\$66,128</b>	<b>\$102,084</b>	<b>\$111,350</b>
Printing / Signage	\$4,699	\$4,034	\$4,126	\$5,065	\$4,196	\$5,468	\$1,773	\$2,574	\$3,441	\$3,000
Merchandise	\$4,013	\$2,623	\$1,963	\$5,307	\$3,817	\$3,880	\$3,634	\$3,756	\$4,347	\$4,500
Balloon Arch							\$511			
CPNO Medallions	\$0	\$0	\$930	\$2,600	\$935	\$880	\$0			
Advertising / PR	\$1,619	\$6,895	\$2,980	\$2,415	\$931	\$1,000	\$473	\$2,602	\$300	\$500
Photography		\$0	\$0	\$140	\$0	\$0	\$0			
<b>Sub-total - Marketing</b>	<b>\$10,331</b>	<b>\$13,552</b>	<b>\$9,999</b>	<b>\$15,527</b>	<b>\$9,879</b>	<b>\$11,228</b>	<b>\$6,391</b>	<b>\$8,932</b>	<b>\$8,088</b>	<b>\$8,000</b>
Music licensing (ASCAP, BMI)	\$382	\$387	\$387	\$389	\$400	\$400	\$150	\$542	\$724	\$750
Production / stage	\$10,000	\$10,810	\$10,000	\$10,600	\$10,700	\$10,500	\$14,050	\$7,588	\$18,688	\$18,000
Talent	\$8,000	\$12,630	\$13,550	\$11,750	\$13,500	\$15,150	\$11,075	\$1,850	\$5,600	\$5,000
<b>Sub-total - Music</b>	<b>\$18,382</b>	<b>\$23,827</b>	<b>\$23,937</b>	<b>\$22,739</b>	<b>\$24,600</b>	<b>\$26,050</b>	<b>\$25,275</b>	<b>\$9,696</b>	<b>\$25,012</b>	<b>\$23,750</b>
Paypal fees	\$300	\$586	\$156	\$497	\$883	\$515	\$219			
Printing artists passes	\$0	\$0	\$0	\$0	\$0	\$0				
<b>Sub-total - Artists Market</b>	<b>\$300</b>	<b>\$586</b>	<b>\$156</b>	<b>\$497</b>	<b>\$883</b>	<b>\$515</b>	<b>\$219</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Jump castles	\$900	\$0	\$712	\$712	\$712	\$712	\$749	\$795	\$3,538	\$3,000
Attractions		\$2,600	\$2,459	\$965	\$650	\$725	\$1,548		\$600	\$500
<b>Sub-total - Kidlandia</b>	<b>\$900</b>	<b>\$2,600</b>	<b>\$3,171</b>	<b>\$1,677</b>	<b>\$1,362</b>	<b>\$1,437</b>	<b>\$2,297</b>	<b>\$795</b>	<b>\$4,138</b>	<b>\$3,500</b>
Venue								\$10,102	\$9,015	\$10,000
DJ								\$1,000	\$1,000	\$1,000
Entertainment								\$1,565	\$3,091	\$3,000
Banner/Sponsor acknowledgement								\$106	\$644	\$500
PayPal Fees									\$736	\$500
<b>Sub-total - Fall Ball</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$12,773</b>	<b>\$14,486</b>	<b>\$15,000</b>
Road Race Director	\$1,000	\$1,100	\$1,188	\$1,038	\$1,113	\$1,325			\$4,900	\$4,900
Road Race Fixed & Variable	\$1,065	\$2,833	\$3,300	\$2,981	\$3,622	\$5,289			\$2,876	\$3,000
Road Race Security		\$1,750	\$2,125	\$2,125	\$1,750	\$2,050			\$2,600	\$2,500
PayPal fees									\$92	\$100
Road Run - 50% net revenue to CPC						\$4,183			\$5,471	\$6,250
<b>Sub-total - Road Race</b>	<b>\$2,065</b>	<b>\$5,683</b>	<b>\$6,612</b>	<b>\$6,144</b>	<b>\$6,486</b>	<b>\$12,846</b>	<b>\$0</b>	<b>\$0</b>	<b>\$15,940</b>	<b>\$16,750</b>
Brochures, yard signs, gifts to homeowners	\$0	\$1,804	\$800	\$1,415	\$985	\$1,142		\$0	\$849	\$1,500
PayPal fees									\$385	
<b>Sub-total - Tour of Homes</b>	<b>\$0</b>	<b>\$1,804</b>	<b>\$800</b>	<b>\$1,415</b>	<b>\$985</b>	<b>\$1,142</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1,234</b>	<b>\$1,500</b>
<b>TOTAL EXPENSES</b>	<b>\$65,044</b>	<b>\$89,327</b>	<b>\$93,039</b>	<b>\$115,905</b>	<b>\$113,197</b>	<b>\$117,043</b>	<b>\$90,406</b>	<b>\$98,324</b>	<b>\$170,981</b>	<b>\$179,850</b>
<b>NET INCOME</b>	<b>(\$9,810)</b>	<b>\$8,309</b>	<b>\$58,821</b>	<b>\$63,681</b>	<b>\$71,280</b>	<b>\$46,600</b>	<b>(\$15,152)</b>	<b>\$39,061</b>	<b>\$83,300</b>	<b>\$44,150</b>