1590-3

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
P.O. Box 903447
Sacramento, CA 94203-4470

STREET ADDRESS:
1300 I Street
Sacramento, CA 95814
Telephone: (916) 323-5979

WEB SITE ADDRESS:
http://ag.ca.gov/charities/

# COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

## ANNUAL FINANCIAL REPORT FOR 2005

(California Government Code sections 12586 and 12599)
11 Cal. Code Regs. section 308
Failure to file annual financial report by January 30th annually for each calendar year of solicitation may result in late fees as defined in Government Code section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.

**Name and Address of Commercial Fundraiser for Charitable Purposes:**

CF No. CF-15990-1590

JPD Communications, LLC.
Name of commercial fundraiser for charitable purposes

2712 Ninth Street
Address of commercial fundraiser for charitable purposes

Berkeley CA 94710
City, State, and ZIP Code of commercial fundraiser for charitable purposes

**Name and Address of Charitable Organization:**

CT No. 14429 F.E.I.N. No. 94-1730620

The Women's Building
Name of charity

3543 18th Street
Address of charity

San Francisco, CA 94110-1683
City, State, and ZIP code of charity

Figures from (check one): National Campaign ☐ California Campaign ☑

Crafts Fair (Type of activity) held (on) (from) NOV 19, 2005, to NOV 27, 2005.
(Date or dates must be shown) NOV 19-20 And NOV 26-27

Is the contract between the commercial fundraiser for charitable purposes and charity based upon a fee or percentage of revenue? Fee ☑ Percentage ☐ Other ☐
If other, provide brief explanation

1. REVENUE

| | | |
|---|---|---|
| A. Cash contributions | | A. |
| B. Entertainment sales or admission charges | 50,490 | B. |
| C. Sales from products | | C. |
| D. Advertisement sales | | D. |
| E. Membership fees | 5280 | E. |
| F. Other sources: (Specify) | | |
| a. exhibit fee / Jury fee / community table | 186,481 | Fa. |
| b. MISC. revenue - | 7313 | Fb. |
| c. Sponsorships | 6200 | Fc. |
| d. Food | 1795 | Fd. |
| G. TOTAL REVENUE | | 257,559 G. |

2. EXPENSES

| | | |
|---|---|---|
| A. Fees or commissions | | A. |
| B. Salaries | | B. |
| C. Payroll taxes | | C. |
| D. Employee benefits | | D. |
| E. Cost of merchandise for resale | | E. |
| F. Cost of entertainment | | F. |
| G. Postage | | G. |
| H. Advertising | | H. |
| I. Telephone | | I. |
| J. Rental of equipment | | J. |
| K. Facilities charge | | K. |
| L. Permits | | L. |
| M. Other expenses: (Specify) | | |
| a. | | Ma. |
| b. | | Mb. |
| c. | | Mc. |
| d. | | Md. |
| N. TOTAL EXPENSES | | See Attached Detailed Budget N. |

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**COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES**
**ANNUAL FINANCIAL REPORT FOR 2005**
(California Government Code sections 12586 and 12599)
11 Cal. Code Regs. section 308
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3. Amount to charity (subtract line 2N from line 1G) 23,047 3.

4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser for charitable purposes (to be completed by charity) — 4.

5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) — 5.

6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) 23,047 6. ✓

7. (a) Is any director, officer, or employee of the commercial fundraiser for charitable purposes a director, officer, or employee of the charitable organization listed in this report?

☐ Yes ☑ No If "yes" complete the following:

| Name and address of director, officer, or employee of commercial fundraiser for charitable purposes | Name and address of charitable organization | Relationship of officer, etc. to charitable organization |
|---|---|---|
| | | |
| | | |
| | | |

(b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser for charitable purposes and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and

| The 27th Annual Women's Building Celebration of Craftswomen | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| 2005 Budget-FINAL | | | | | | | | |
| | ESTIMATE | | | | ACTUAL | | | |
| | Unit | Unit Price | Subtotal | Total | Unit | Unit Price | Subtotal | Total |
| **EXPENSES** | | | | | | | | |
| **Management Fee** | | | | | | | | |
| Contract Fee | 1 | 65,000 | 65,000 | | 1 | 65,000 | 65,000 | |
| *Subtotal* | | | | 65,000 | | | | 65,000 |
| **Jury Selection** | | | | | | | | |
| Jury room rental (3 rooms at Fort Mason) | 1 | 650 | 650 | | 1 | 650 | 650 | |
| Supplies for application organization | 1 | 500 | 500 | | 1 | 174 | 174 | |
| Lunch/drinks | 20 | 18 | 360 | | 1 | 279 | 279 | |
| *Subtotal* | | | | 1,510 | | | | 1,103 |
| **Facility Fees** | | | | | | | | |
| Rental fee | 1 | 29,500 | 29,500 | | 1 | 29,500 | 29,500 | |
| Security deposit refund | 1 | (10,000) | (10,000) | | 1 | (10,000) | (10,000) | |
| Permits | 1 | 400 | 400 | | 1 | 398 | 398 | |
| Debris Box | 1 | 1,113 | 1,113 | | 1 | 1,213 | 1,213 | |
| PG&E Charges | 1 | 2,725 | 2,725 | | 1 | 2,634 | 2,634 | |
| Utility Fee | 1 | 1,320 | 1,320 | | 1 | 282 | 282 | |
| Janitorial Fees | 1 | 4,420 | 4,420 | | 1 | 4,191 | 4,191 | |
| *Subtotal* | | | | 29,477 | | | | 28,216 |
| **Transportation & Parking** | | | | | | | | |
| Shuttle (4 days-based on 2 mini vans-reduced rate given) | 4 | 1,250 | 5,000 | | 1 | 4,901 | 4,901 | |
| Parking Attendants at Ft. Mason gate (based on last years schedule) | 64 | 29 | 1,856 | | 1 | 1,856 | 1,856 | |
| Parking Attendants at Marina Middle School (2 people 10 hr/day) | 1 | 960 | 960 | | 1 | 960 | 960 | |
| Parking Attendants at Load in and Load out dates | 1 | 1,566 | 1,566 | | 1 | 1,566 | 1,566 | |
| Marina Middle School rental fee | 4 | 1,000 | 4,000 | | 1 | 6,000 | 6,000 | |
| Valet Parking Attendants at Ft. Mason | 1 | 5,600 | 5,600 | | 1 | 5,600 | 5,600 | |
| Valet Parking ESTIMATED CREDIT for $8 car | 600 | (8) | (4,800) | | 1 | (2,616) | (2,616) | |
| *Subtotal* | | | | 14,182 | | | | 18,267 |

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| The 27th Annual Women's Building Celebration of Craftswomen | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| 2005 Budget-FINAL | | | | | | | | |
| | ESTIMATE | | | | ACTUAL | | | |
| | Unit | Unit Price | Subtotal | Total | Unit | Unit Price | Subtotal | Total |
| **Security** | | | | | | | | |
| Pavilion (Fri, Sat. evenings only) | 54 | 25 | 1,350 | | 1 | 1,375 | 1,375 | |
| *Subtotal* | | | | 1,350 | | | | 1,375 |
| **Structure/Staging Rental** | | | | | | | | |
| Floorplan & Chalking/layout | 1 | 1,500 | 1,500 | | 1 | 1,440 | 1,440 | |
| Electrical outlets for booths & Labor | 1 | 12,000 | 12,000 | | 1 | 12,000 | 12,000 | |
| General elctrical needed (AV/F&B) | 1 | 500 | 500 | | 1 | 1,493 | 1,493 | |
| Volunteer desk table and chair rental | 1 | 60 | 60 | | 1 | 48 | 48 | |
| Raffle table and chair rentals | 1 | 210 | 210 | | 1 | 198 | 198 | |
| CD Booth rentals | 1 | 280 | 280 | | 1 | 258 | 258 | |
| Coat Check, Pipe and Drape, Table and Chairs | 1 | 160 | 160 | | 1 | 168 | 168 | |
| TWB Table | 1 | 175 | 175 | | 1 | 168 | 168 | |
| Reg/Will Call Desk | 1 | 125 | 125 | | 1 | 133 | 133 | |
| Audio desk and chairs | 1 | 50 | 50 | | 1 | 50 | 50 | |
| Community Tables:(includes 6' table, wastebasket, 2 chairs, easel table cloth) | 5 | 100 | 500 | | 1 | 469 | 469 | |
| Community Table pipe and drape | 1 | 400 | 400 | | 1 | 350 | 350 | |
| Misc. Table cloths (TWB desk, Raffle tables) | 12 | 20 | 240 | | 1 | 384 | 384 | |
| Shasta Arts Council pipe and drape rentals | 1 | 120 | 120 | | 1 | 120 | 120 | |
| Media Sponsor Tables (includes 6' table, 2 chairs, wastebasket) | 2 | 75 | 150 | | 1 | 96 | 96 | |
| Booths for non-artists (1-8x10 booths-pipe and drape only) | 1 | 120 | 120 | | 1 | 120 | 120 | |
| Stage (entertainment-16x20x30) | 1 | 3,800 | 3,800 | | 1 | 3,713 | 3,713 | |
| Stage (demo-12x20x24) | 1 | 1,000 | 1,000 | | 1 | 1,000 | 1,000 | |
| Pipe and drape for back stages (behind) | 1 | 300 | 300 | | 1 | 204 | 204 | |
| Stanchions | 1 | 200 | 200 | | 1 | 250 | 250 | |
| Food tent for cooking (10x10) | 1 | 800 | 800 | | 1 | 1,105 | 1,105 | |
| Outside canopy tent at entrance | 1 | 1,908 | 1,908 | | 1 | 2,965 | 2,965 | |
| *Subtotal* | | | | 24,598 | | | | 26,732 |
| **Signage** | | | | | | | | |
| Design and Production | 1 | 1,000 | 1,000 | | 1 | 1,000 | 1,000 | |
| Banners- | 1 | 1,950 | 1,950 | | 1 | 1,950 | 1,950 | |
| Aisle Number signs | 1 | 500 | 500 | | 1 | 478 | 478 | |
| Sandwich Board A-Frame 24x36 | 2 | 46 | 92 | | 1 | 92 | 92 | |
| Signage- Directional sign etc. | 1 | 2,350 | 2,350 | | 1 | 2,350 | 2,350 | |
| Easels | 22 | 8 | 176 | | 1 | 165 | 185 | |
| *Subtotal* | | | | 6,068 | | | | 6,035 |
| | | 4,800 | | | | | | |

## The 27th Annual Women's Building Celebration of Craftswomen

2005 Budget-FINAL

| | ESTIMATE | | | | ACTUAL | | | |
|---|---|---|---|---|---|---|---|---|
| | Unit | Unit Price | Subtotal | Total | Unit | Unit Price | Subtotal | Total |
| **Décor** | | | | | | | | |
| Entry Décor | 1 | 1,800 | 1,800 | | 1 | 1,800 | 1,800 | |
| Pipe and Drape-décor right wall treatment | 1 | 600 | 600 | | 1 | 554 | 554 | |
| Balloons for kid's area/front | 1 | 200 | 200 | | 1 | 399 | 399 | |
| Plants | 1 | 1,200 | 1,200 | | 1 | 1,265 | 1,265 | |
| Misc office tables/chairs | 1 | 450 | 450 | | 1 | 400 | 400 | |
| 2nd treatment for towers | 1 | 900 | 900 | | 1 | 900 | 900 | |
| *Subtotal* | | | | 5,150 | | | | 5,318 |
| **Audio/Visual** | | | | | | | | |
| Sound/Audio equipment (reduced rate given by McCune) | 1 | 7,700 | 7,700 | | 1 | 7,604 | 7,604 | |
| Lighting (includes general lights for stage, multi-color lights through hall, entry lights, 1 gobo for sponsor) | 1 | 2,200 | 2,200 | | 1 | 2,100 | 2,100 | |
| Radios (2-way radios) | 20 | 90 | 1,800 | | 1 | 2,112 | 2,112 | |
| *Subtotal* | | | | 11,700 | | | | 11,816 |
| **Onsite Registration** | | | | | | | | |
| Credit Card machines (based on 1 machine with dual process capability) | 4 | 50 | 200 | | 1 | 200 | 200 | |
| *Subtotal* | | | | 200 | | | | 200 |
| **Entertainment** | | | | | | | | |
| Talent (based on 1 stage) | 1 | 3,650 | 3,650 | | 1 | 3,775 | 3,775 | |
| Piano | 1 | 650 | 650 | | 1 | 650 | 650 | |
| Margie Donation-Piano | 1 | (250) | (250) | | 1 | (250) | (250) | |
| Demo costs (rentals) | 1 | 200 | 200 | | 1 | 40 | 40 | |
| Children's activity costs | 1 | 650 | 650 | | 1 | 510 | 510 | |
| *Subtotal* | | | | 4,900 | | | | 4,725 |
| **Beverage/Food Concessions** | | | | | | | | |
| Chair rentals & labor ( F&B area and stage seating) | 1 | 1,069 | 1,069 | | 1 | 1,043 | 1,043 | |
| Tables & linens (for food tables, varied sizes upstairs and downstairs & plastic linens) | 1 | 1,576 | 1,576 | | 1 | 1,550 | 1,550 | |
| Labor for set up/tear down | 1 | 825 | 825 | | 1 | 805 | 805 | |
| *Subtotal* | | | | 3,470 | | | | 3,398 |

## The 27th Annual Women's Building Celebration of Craftswomen

2005 Budget-FINAL

| | ESTIMATE | | | | ACTUAL | | | |
|---|---|---|---|---|---|---|---|---|
| | Unit | Unit Price | Subtotal | Total | Unit | Unit Price | Subtotal | Total |
| **Application Form-TWB** | | | | | | | | |
| Printing | 1 | 750 | 750 | | 1 | 743 | 743 | |
| *Subtotal* | | | | 750 | | | | 743 |
| **Advertising** | | | | | | | | |
| Design and Production | 1 | 1,500 | 1,500 | | 1 | 1,500 | 1,500 | |
| Concierge Mailing | 1 | 550 | 550 | | 1 | 719 | 719 | |
| Bus Ads | 1 | 5,100 | 5,100 | | 1 | 4,657 | 4,657 | |
| MDS-Fax email blasts | 1 | 900 | 900 | | 1 | 0 | 0 | |
| Press Clipping | 1 | 270 | 270 | | 1 | 122 | 122 | |
| Ad Purchase | 1 | 14,000 | 14,000 | | 1 | 14,395 | 14,395 | |
| *Subtotal* | | | | 22,320 | | | | 21,393 |
| **Website** | | | | | | | | |
| Design and Production | 1 | 1,500 | 1,500 | | 1 | 1,500 | 1,500 | |
| Maintenance | 1 | 1,000 | 1,000 | | 1 | 1,000 | 1,000 | |
| *Subtotal* | | | | 2,500 | | | | 2,500 |
| **Poster** | | | | | | | | |
| Design and Production | 1 | 1,500 | 1,500 | | 1 | 1,400 | 1,400 | |
| Printing (3000 posters) | 1 | 1,000 | 1,000 | | 1 | 939 | 939 | |
| Distribution (2000 to SF, Marin, Oak, Berk windows+1000 postcards) | 1 | 2,050 | 2,050 | | 1 | 2,300 | 2,300 | |
| *Subtotal* | | | | 4,550 | | | | 4,639 |
| **Postcards** | | | | | | | | |
| Design and Production | 1 | 1,000 | 1,000 | | 1 | 1,050 | 1,050 | |
| Print #1 (45,000 to artist from applications) | 1 | 1,885 | 1,885 | | 1 | 1,882 | 1,882 | |
| Print #2 (9000 concierge cards) | 1 | 2,350 | 2,350 | | 1 | 2,340 | 2,340 | |
| Print #3 (8,000 for TWB mail list/around town) | 1 | 700 | 700 | | 1 | 709 | 709 | |
| Mailing Fees (TWB list + others: 5,000 names on various lists) | 1 | 625 | 625 | | 1 | 808 | 808 | |
| *Subtotal* | | | | 6,560 | | | | 6,789 |
| **Sponsorship Packets** | | | | | | | | |
| Postage (300) | 1 | 50 | 50 | | 1 | 35 | 35 | |
| *Subtotal* | | | | 50 | | | | 35 |
| **Exhibitor Packets/Mailers** | | | | | | | | |
| Packet 1 printing | 400 | 0.56 | 225 | | 1 | 224 | 224 | |
| Packet 1 bubble envelopes | 1 | 154 | 154 | | 1 | 154 | 154 | |
| Packet 1 postage | 1 | 700 | 700 | | 1 | 691 | 691 | |
| Packet 2 | 360 | 0.50 | 180 | | 1 | 271 | 271 | |
| Packet 2 envelopes | 1 | 121 | 121 | | 1 | 121 | 121 | |
| Packet 2 postage | 1 | 500 | 500 | | 1 | 482 | 482 | |
| Packet 3 | 250 | 0.50 | 125 | | 1 | 82 | 82 | |
| Packet 3 envelopes | 250 | 0.75 | 188 | | 1 | 165 | 165 | |
| Packet 3 postage | 1 | 200 | 200 | | 1 | 200 | 200 | |
| *Subtotal* | | | | 2,393 | | | | 2,389 |
| **Program Guide** | | | | | | | | |
| Design and Production | 1 | 1,000 | 1,000 | | 1 | 1,000 | 1,000 | |
| Printing (15,000 folded to 8.5 x 11--2 color) | 1 | 6,170 | 6,170 | | 1 | 5,769 | 5,769 | |
| *Subtotal* | | | | 7,170 | | | | 6,769 |

## The 27th Annual Women's Building Celebration of Craftswomen

2005 Budget-FINAL

| | ESTIMATE | | | | ACTUAL | | | |
|---|---|---|---|---|---|---|---|---|
| | Unit | Unit Price | Subtotal | Total | Unit | Unit Price | Subtotal | Total |
| **Badges/Onsite Forms** | | | | | | | | |
| Misc. Design and Production of badges etc. | 1 | 500 | 500 | | 1 | 0 | 0 | |
| Evaluations/Onsite forms | 500 | 0.50 | 250 | | 1 | 383 | 383 | |
| Badges and lanyards-ALL | 1 | 835 | 835 | | 1 | 837 | 837 | |
| *Subtotal* | | | | 1,585 | | | | 1,220 |
| **Tickets** | | | | | | | | |
| Raffle Tickets (10000) | 1 | 790 | 790 | | 1 | 790 | 790 | |
| Raffle Barrell | 1 | 32 | 32 | | 1 | 32 | 32 | |
| Coat Check (includes 4 racks, 200 wire hangers & 5000 tickets) | 1 | 500 | 500 | | 1 | 423 | 423 | |
| Event Tickets (all) | 1 | 1,708 | 1,708 | | 1 | 1,708 | 1,708 | |
| *Subtotal* | | | | 3,030 | | | | 2,952 |
| **Office Expenses** | | | | | | | | |
| Letterhead, envelopes and labels | 1 | 1,540 | 1,540 | | 1 | 1,800 | 1,800 | |
| Credit Card fees | 1 | 2,000 | 2,000 | | 1 | 0 | 0 | |
| Photocopies | 1 | 250 | 250 | | 1 | 285 | 285 | |
| Phone | 1 | 400 | 400 | | 1 | 526 | 526 | |
| Postage & shipping | 1 | 150 | 150 | | 1 | 202 | 202 | |
| Supplies | 1 | 250 | 250 | | 1 | 207 | 207 | |
| Misc.Mileage | 1 | 500 | 500 | | 1 | 935 | 935 | |
| *Subtotal* | | | | 5,090 | | | | 3,934 |
| **Onsite Expenses** | | | | | | | | |
| Staff lunch/entertainment waters | 20 | 12 | 240 | | 1 | 293 | 293 | |
| Volunteer lunch supplimental | 1 | 350 | 350 | | 1 | 453 | 453 | |
| Onsite supplies: Office locks, stamps etc. | 2 | 115 | 230 | | 1 | 267 | 267 | |
| Onsite Phone | 1 | 100 | 100 | | 1 | 0 | 0 | |
| *Subtotal* | | | | 920 | | | | 1,013 |
| **Staffing** | | | | | | | | |
| Onsite crew/staff | 1 | 2,000 | 2,000 | | 1 | 2,000 | 2,000 | |
| Load In/Load out staffing | 1 | 1,700 | 1,700 | | 1 | 1,684 | 1,684 | |
| Volunteer Coordinator | 1 | 2,000 | 2,000 | | 1 | 2,000 | 2,000 | |
| *Subtotal* | | | | 5,700 | | | | 5,684 |
| **T-Shirts** | | | | | | | | |
| TWB T-shirts | 1 | 0 | 0 | | 1 | 2,268 | 2,268 | |
| *Subtotal* | | | | 0 | | | | 2,268 |
| **Contingency** | | | | | | | | |
| Contingency | 1 | 2,113 | 2,113 | | 1 | 0 | 0 | |
| *Subtotal* | | | | 2,113 | | | | 0 |
| TOTAL EXPENSES | | | | 232,335 | | | | 234,512 |

## The 27th Annual Women's Building Celebration of Craftswomen

2005 Budget-FINAL

| | ESTIMATE | | | | ACTUAL | | | |
|---|---|---|---|---|---|---|---|---|
| | Unit | Unit Price | Subtotal | Total | Unit | Unit Price | Subtotal | Total |
| **REVENUE** | | | | | | | | |
| **Exhibitors** | | | | | | | | |
| Jury fees ($15 per category, 350-400 applicants) | 383 | 15 | 5,745 | | 402 | 15 | 6,030 | |
| *Subtotal* | | | | 5,745 | | | | 6,030 |
| **Exhibitor Booth & Membership Fees (Two weekends)** | | | | | | | | |
| - 8'x8' single: $375 | 73 | 375 | 27,375 | | 74 | 375 | 27,750 | |
| - 8'x10' single: $450 | 40 | 450 | 18,000 | | 44 | 450 | 19,800 | |
| - 8'x10' corner: $525 | 12 | 525 | 6,300 | | 12 | 525 | 6,300 | |
| - 10'x10' single: $550 | 141 | 550 | 77,550 | | 144 | 550 | 79,200 | |
| - 10'x10' corner: $600 | 73 | 600 | 43,800 | | 76 | 600 | 45,600 | |
| Lizzie Brown's comp'd booth fees | 1 | (1,100) | (1,100) | | 1 | (1,100) | (1,100) | |
| Non-refunded fees | | | | | 1 | 2,723 | 2,723 | |
| Credit Card Fees (through October) | | | | | 1 | (2,016) | (2,016) | |
| TWB memberships ($20 per person for accepted artists) | 240 | 20 | 4,800 | | 264 | 20 | 5,280 | |
| *Subtotal* | 339 | | | 176,725 | | | | 183,537 |
| **Admissions** | | | | | | | | |
| Total Ticket Sales | 13,500 | 7 | 97,000 | | 1 | 50,560 | 50,560 | |
| VIP CRAFTSWOMEN Admisison 1-day passes for craftswomen (PR Action) | 500 | 5 | 2,500 | | 1 | 1,042 | 1,042 | |
| Credit Card Fees (through Nov-Dec) | | | | | 1 | (1,112) | (1,112) | |
| *Subtotal* | 14,000 | | | 99,500 | | | | 50,490 |
| **Sponsorships** | | | | | | | | |
| Combined sponsorship levels (estimate only) | 1 | 12,000 | 12,000 | | 1 | 6,200 | 6,200 | |
| *Subtotal* | | | | 12,000 | | | | 6,200 |
| **Community Tables** | | | | | | | | |
| Outside Community Tables/Massage Therapists (Both weekends) | 1 | 1,662 | 1,662 | | 1 | 2,194 | 2,194 | |
| *Subtotal* | | | | 1,662 | | | | 2,194 |
| **Misc. Revenue Streams** | | | | | | | | |
| Raffle | 1 | 7,000 | 7,000 | | 1 | 5,899 | 5,899 | |
| CD Sales-Misc. Revenue | | | | | 1 | 360 | 360 | |
| T-shirt sales/TWB sales | | | | | 1 | 974 | 974 | |
| Coat Check fee | 5,000 | 1 | 5,000 | | 1 | 80 | 80 | |
| *Subtotal* | | | | 12,000 | | | | 7,313 |
| **Food and Beverage Concessions** | | | | | | | | |
| Food Concessions | 1 | 2,500 | 2,500 | | 1 | 1,795 | 1,795 | |
| *Subtotal* | | | | 2,500 | | | | 1,795 |
| **TOTAL GROSS REVENUES** | | | | **310,132** | | | | **257,559** |
| **TOTAL EXPENSES** | | | | **232,335** | | | | **234,512** |
| **TOTAL NET REVENUE** | | | | **77,797** | | | | **23,047** |