

2024 Budget - Approved July 9, 2024

	2024 Budget	2024 In Kind Donations	2023 Actual	Variance 24B - 23A	2023 Budget	Variance 24B - 23B	Comments
REVENUE							
Arts & Crafts	\$ 90,000		\$ 88,846	1,154	\$ 90,000	-	
Beer Garden	120,000		123,615	-3,615	110,000	10,000	
Merchandise	17,500		19,971	-2,471	15,000	2,500	
Food	7,000		6,894	106	8,000	(1,000)	
Paid Games	6,000		5,296	704	4,000	2,000	Did booth rates go up
Wine Garden	42,500		43,030	-530	35,000	7,500	
Silent Auction	-		15,975	-15,975	15,000	(15,000)	
Raffle	6,000		2,542	3,458	5,000	1,000	
Investment Income	300		313	-13	100	200	
Donations - Cash	30,000		20,100	9,900	25,000	5,000	
Total Revenue	\$ 319,300		\$ 326,582	\$ (7,282)	\$ 307,100	\$ 12,200	

EXPENSES							
Arts & Crafts	\$ 400		\$ 380	20	\$ 500	(100)	
Beer Garden	28,000		28,250	(250)	26,000	2,000	
Donation to Volunteer Groups	14,000		16,369	(2,369)	14,000	-	
Food	4,000		3,835	165	8,000	(4,000)	
Wine Garden	6,000	6,500	5,939	61	11,000	(5,000)	\$6K based off of in kind confirmation
Merchandise	15,000		25,297	(10,297)	20,000	(5,000)	
Paid Games	350		350	(0)	300	50	
Kid Country	18,000		20,985	(2,985)	20,000	(2,000)	
Stroller/ Bike Valet	1,500		544	956	-	1,500	Coverage for volunteer group if needed
Community Showcase	3,500		3,253	247	3,150	350	increase for linens, etc.
Raffle	750		1,503	(753)	2,000	(1,250)	Assumes no silent auction
Environmental Services	42,000		41,604	396	30,000	12,000	Includes all so cal related costs (moved from food)
Free Games	1,000		25	975	1,000	-	
Community Place / Civic Corner	100			100	-	100	
Info Booths	750		402	348	750	-	
Main Stage	21,000		20,140	860	19,000	2,000	\$1,000 increase for AV Team
Dietz Stage	7,000		6,875	125	5,900	1,100	
Parade	200		153	47	100	100	
Publicity	5,300		5,042	258	6,200	(900)	
Safety - City Fees	10,300		25,456	(15,156)	10,000	300	
Traffic (Buses & Signage)	11,240	1,000	10,011	1,229	10,000	1,240	Account for extinguishers (\$800) and no smoking signs (\$440)
Volunteer Coordination	1,200		1,214	(14)	500	700	
General Expenses:							
Weekend Rentals	53,000	6,500	47,013	5,987	45,000		
Year End Dinner	6,000		1,947	4,053	5,000	48,000	
Board Retreat	2,281		2,004	277	2,000	281	
Banners	2,000		4,353	(2,353)	-	2,000	
Community Relations	500		527	(27)	2,200	(1,700)	
BBQ	8,000		7,075	925	8,000	-	
Electrical	-		-	-	-	-	
Insurance	13,693		12,743	950	12,000	1,693	
City Overhead	-		279	(279)	-	-	
Storage	5,262		4,574	688	4,000	1,262	
Meeting Food	8,000		7,679	321	5,000	3,000	
Office Supplies	-		-	-	100	(100)	
Misc Other OH	3,000		2,503	497	3,000	-	
U-Haul Rental	100		108	(8)	-	100	
Board Member Merchandise	600		568	32	2,500	(1,900)	
Fair Weekend Radios	1,200		1,200	-	1,200	-	
Legal & Accounting/Taxes	1,050		200	850	100	950	Increase for new fees for accountant - will look for in kind option next year
Website Maintenance	2,800		2,856	(56)	2,400	400	
Meeting Room Rent	-		-	-	825	(825)	
Parting Gifts / Awards	500		925	(425)	400	100	
Post Office Box	294		294	-	276	18	
Bank Charges	900		877	23	800	100	
Total Expenses	\$ 300,770	\$ 14,000	\$ 315,355	\$ (14,584)	\$ 283,201	\$ 56,569	

Net Income (Loss) **\$ 18,530** **\$ 14,000** **\$ 11,228** **\$ 7,302** **\$ 23,899** **\$ (44,369)**

Cash Flow Adjustments

Donations Made	\$2,500		1,500	1,000	1,500	1,000	MCHS Scholarships (5 x \$500)
Capital Expenditures	1,100		-	-	-	-	Storage Unit Shelving
Total Adjustments	\$ 3,600		\$ 1,500	\$ 1,000	\$ 1,500	\$ 1,000	

Net Cash Flow **\$ 14,930** **\$ 14,000** **\$ 9,728** **\$ 6,302** **\$ 22,399** **\$ (45,369)**

Net Area Profit (\$)	2024 Projection	2023 Actuals	Variance
Beer Garden	78,000	78,996	(996)
Arts & Crafts	89,600	88,466	1,134
Silent Auction / Raffle	5,250	17,014	(11,764)
Wine Garden	36,500	37,091	(591)
Food	3,000	3,059	(59)
Merchandise	2,500	(5,326)	7,826
Paid Games	5,650	4,946	704

2023 Budget Status Update (Sept 2023)

	2023 Budget	2023 In Kind Donations	Actuals (as of 9/19/23)	Pending Deposits/ Invoices	Total Committed	Remaining Spend (\$)	Remaining Spend (%)	Comments
Revenue								
Arts & Crafts	\$ 90,000		\$ 88,416		\$ 88,416	1,584	2%	
Beer Garden	110,000				\$ -	110,000	100%	
Merchandise	15,000		543		\$ 543	14,457	96%	
Food	8,000		6,507		\$ 6,507	1,493	19%	
Paid Games	4,000		4,597		\$ 4,597	(597)	-15%	
Wine Garden	35,000				\$ -	35,000	100%	
Silent Auction	15,000				\$ -	15,000	100%	
Raffle	5,000				\$ -	5,000	100%	
Investment Income	100				\$ -	100	100%	
Donations - Cash	25,000		14,500	5,500	\$ 20,000	5,000	20%	
Total Revenue	\$ 307,100		\$ 114,563	\$ 5,500	\$ 120,063	\$ 187,037	61%	
EXPENSES								
Arts & Crafts	\$ 500		\$ 320		\$ 320	180	36%	
Beer Garden	26,000		379		\$ 379	25,621	99%	
Donation to Volunteer Groups	14,000				\$ -	14,000	100%	
Food	8,000		120		\$ 120	7,880	99%	
Wine Garden	11,000	7,720	466		\$ 466	10,534	96%	
Merchandise	20,000		12,776	1,830	\$ 14,606	5,394	27%	
Paid Games	300		120		\$ 120	180	60%	
Kid Country	20,000		3,396					
Stroller/ Bike Valet	-							
Community Showcase	3,150		744		\$ 744	2,406	76%	
Silent Auction/Raffle	2,000			49	\$ 49	1,951	98%	
Environmental Services	30,000			17,600	\$ 17,600	12,400	41%	
Free Games	1,000				\$ -	1,000	100%	
Free Speech	-							
Info Booths	750				\$ -	750	100%	
Main Stage	19,000	1,000	500		\$ 500	18,500	97%	
South Stage	5,900				\$ -	5,900	100%	
Parade	100				\$ -	100	100%	
Publicity	6,200		870	750	\$ 1,620	4,580	74%	
Safety	10,000			25,431	\$ 25,431	(15,431)	-154%	
Traffic (Buses & Signage)	10,000		1,529	5,093	\$ 6,621	3,379	34%	
Volunteer Coordination	500		1,164		\$ 1,164	(664)	-133%	
General Expenses:								
Weekend Rentals	45,000	5,000	18,770	18,770	\$ 37,540	7,460	17%	pending final order amount - latest estimate \$46K
Year End Dinner	5,000	5,000			\$ -	5,000	100%	
Board Retreat	2,000		2,004		\$ 2,004	(4)	0%	
Community Relations	2,200				\$ -	2,200	100%	
BBQ	8,000	1,400	68		\$ 68	7,932	99%	Paying for Britts with discounted rate
Electrical	-				\$ -	-		
Insurance	12,000		12,743		\$ 12,743	(743)	-6%	
City Overhead	-				\$ -	-		
Storage	4,000		3,315		\$ 3,315	685	17%	
Meeting Food	5,000		3,103		\$ 3,103	1,897	38%	
Office Supplies	100				\$ -	100	100%	
Misc Other OH	3,000		721		\$ 721	2,279	76%	
U-Haul Rental	-				\$ -	-		
Board Member Merchandise	2,500		32		\$ 32	2,469	99%	
Fair Weekend Radios	1,200		1,200		\$ 1,200	-	0%	
Legal & Accounting/Taxes	100		200		\$ 200	(100)	-100%	
Website Maintenance	2,400		2,512		\$ 2,512	(112)	-5%	
Meeting Room Rent	825				\$ -	825	100%	
Parting Gifts / Awards	400		218		\$ 218	182	46%	
Post Office Box	276				\$ -	276	100%	
Bank Charges	800		500		\$ 500	300	38%	
Total Expenses	\$ 283,201	\$ 20,120	\$ 67,769	\$ 69,523	\$ 133,895	\$ 129,306	46%	
Net Income (Loss)	\$ 23,899	\$ 20,120						
Cash Flow Adjustments								
Donations Made	\$1,500		1,500		1,500	-		
Capital Expenditures	-		281	1,314	1,595	\$ -		
Total Adjustments	\$ 1,500		\$ 1,781	\$ 1,314	\$ 3,095	-		
Net Cash Flow	\$ 22,399	\$ 20,120	\$ (1,781)	\$ (1,314)	\$ (3,095)	\$ -		

400
200

ping tamarie
high level report for meeting

2023 Actuals vs Budget

	2023 Budget	2023 In Kind Donations	Actuals	Variance H/(L) (\$)	Variance H/(L) (%)	Comments
Revenue						
Arts & Crafts	\$ 90,000		\$ 88,846	(1,154)	-1%	
Beer Garden	110,000		123,615	13,615	12%	
Merchandise	15,000		19,971	4,971	33%	
Food	8,000		6,894	(1,106)	-14%	
Paid Games	4,000		5,296	1,296	32%	
Wine Garden	35,000		43,030	8,030	23%	
Silent Auction	15,000		15,975	975	7%	
Raffle	5,000		2,542	(2,458)	-49%	
Investment Income	100		313	213	213%	
Donations - Cash	25,000		20,100	(4,900)	-20%	
Total Revenue	\$ 307,100		\$ 326,582	\$ 19,482	6%	
EXPENSES						
Arts & Crafts	\$ 500		\$ 380	(120)	-24%	
Beer Garden	26,000		28,250	2,250	9%	
Donation to Volunteer Groups	14,000		16,369	2,369	17%	
Food	8,000		3,835	(4,165)	-52%	
Wine Garden	11,000	7,720	5,939	(5,061)	-46%	
Merchandise	20,000		25,297	5,297	26%	
Paid Games	300		350	50	17%	
Kid Country	20,000		20,985	985		
Stroller/ Bike Valet	-		544	544		
Community Showcase	3,150		3,253	103	3%	
Silent Auction/Raffle	2,000		1,503	(497)	-25%	
Environmental Services	30,000		41,604	11,604	39%	
Free Games	1,000		25	(975)	-98%	
Free Speech	-		-	-		
Info Booths	750		402	(348)	-46%	
Main Stage	19,000	1,000	20,140	1,140	6%	
Dietz Stage	5,900		6,875	975	17%	
Parade	100		153	53	53%	
Publicity	6,200		5,042	(1,158)	-19%	
Safety	10,000		25,456	15,456	155%	
Traffic (Buses & Signage)	10,000		10,011	11	0%	
Volunteer Coordination	500		1,214	714	143%	
General Expenses:						
Weekend Rentals	45,000	5,000	47,013	2,013	4%	
Year End Dinner	5,000	5,000	1,947	(3,053)	-61%	
Board Retreat	2,000		2,004	4	0%	
Banners	-		4,353	4,353	100%	
Community Relations	2,200		527	(1,673)	-76%	
BBQ	8,000	1,400	7,075	(925)	-12%	Paying for Britts with discounted rate
Electrical	-		-	-		
Insurance	12,000		12,743	743	6%	
City Overhead	-		279	279		
Storage	4,000		4,574	574	14%	
Meeting Food	5,000		7,679	2,679	54%	
Office Supplies	100		-	(100)	-100%	
Misc Other OH	3,000		2,503	(497)	-17%	
U-Haul Rental	-		108	108		
Board Member Merchandise	2,500		568	(1,932)	-77%	
Fair Weekend Radios	1,200		1,200	-	0%	
Legal & Accounting/Taxes	100		200	100	100%	
Website Maintenance	2,400		2,856	456	19%	
Meeting Room Rent	825		-	(825)	-100%	
Parting Gifts / Awards	400		925	525	131%	Includes 50th anniversay commemorative book
Post Office Box	276		294	18	7%	
Bank Charges	800		877	77	10%	
Total Expenses	\$ 283,201	\$ 20,120	\$ 315,355	\$ 32,154	11%	
Net Income (Loss)	\$ 23,899	\$ 20,120	\$ 11,228	\$ (12,671)	-53%	
Cash Flow Adjustments						
Donations Made	\$1,500		1,500	-		
Capital Expenditures	300		1,617	1,317		Dollies and wheels, spider boxes
Total Adjustments	\$ 1,800		\$ 3,117	1,317		
Net Cash Flow	\$ 22,099	\$ 20,120	\$ 8,111	\$ (13,988)	-63%	

	Budget	YTD Actuals	YTD Variance	Pending Transactions	Final Actuals (Estimate)
Revenue	307,100	323,450	16,350	-	323,450
Expense	284,701	262,109	(22,592)	26,931	289,040
Net Income	22,399	61,341		26,931	34,410

Pending invoices
Year End Dinner
Storage unit
other recurring montly
waste management
2022 city bill

Pending Revenue
post-fair merchandise
ice sales

**Variance
(Estimate)**

16,350

4,339



Capital Expenditures from Prior Year Re

Branded pop up tent for information booths and other community events	2,640	need to add design fees
New street ba	2,775	
	5,415	
Dollies	500	

**Variance
(Estimate)**

23,415
(24,330)



New Item Scenario		Scenario Cost	2022 Net Cash Flow
Scenario 1	No new items are approved	\$0	\$ (561)
Scenario 2	Only new Name Badges are approved	\$400	\$ (961)
Scenario 3	Only new Board Fair Official Shirts are approved	\$1,500	\$ (2,061)
Scenario 4	Both new items are approved	\$1,900	\$ (2,461)

	2017	2018	2019	2020	2021
Arts & Crafts	\$ 82,382	\$ 82,111	\$ 81,830	\$ 7,164	\$ 63,809
Beer Garden	100,783	90,080	105,646	-	114,628
Merchandise	8,468	8,528	10,906	9,354	11,639
Food	9,102	8,160	10,731	1,598	5,456
Paid Games	5,790	5,880	5,601	-	3,293
Wine Garden	30,559	31,711	29,312	405	33,401
Community Relations	-	-	-	9,994	9,566
Investment Income	453	378	398	238	58
Donations	3,000	5,400	5,000	2,900	400
	242,554	234,266	251,442	33,673	244,270

% of Revenue	2017	2018	2019	2020	2021
Arts & Crafts	34%	35%	33%	21%	26%
Beer Garden	42%	38%	42%	0%	47%
Merchandise	3%	4%	4%	28%	5%
Food	4%	3%	4%	5%	2%
Paid Games	2%	3%	2%	0%	1%
Wine Garden	13%	14%	12%	1%	14%
Community Relations	0%	0%	0%	30%	4%
Investment Income	0%	0%	0%	1%	0%
Donations	1%	2%	2%	9%	0%

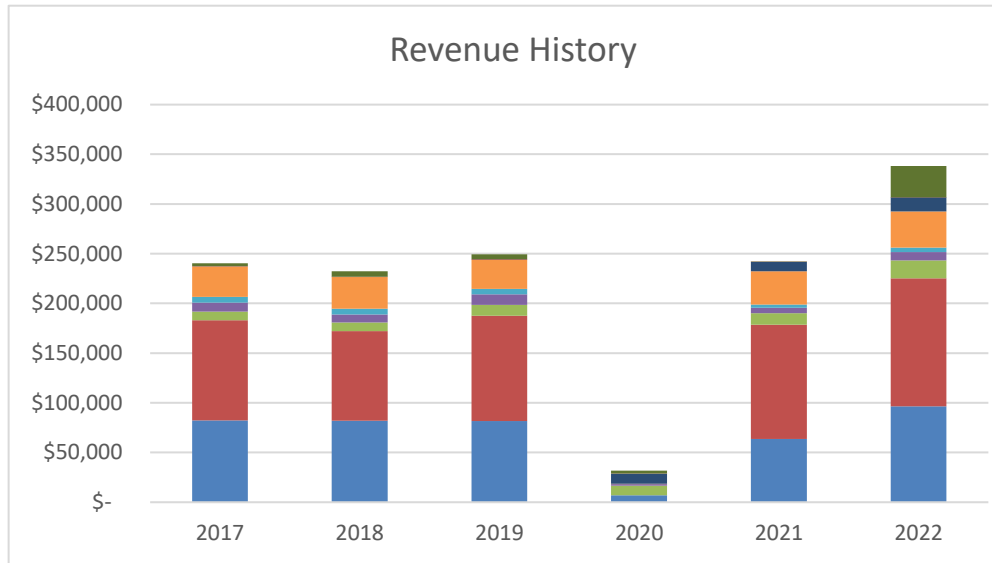
2017 Expenses	231,795	
2022 Expenses	291,029	
	59,234	
Less 50th	3,700	
	55,534	0.23958239

2022

\$ 96,464
\$ 128,651
\$ 18,326
\$ 8,172
\$ 4,513
\$ 36,565
\$ 14,098
\$ 57
31,430

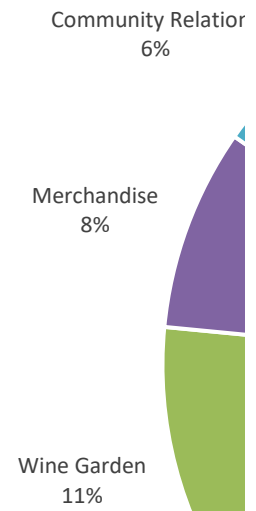
338,276 95,722

2022	Average
29%	30%
38%	34%
5%	8%
2%	3%
1%	2%
11%	11%
4%	6%
0%	0%
9%	4%

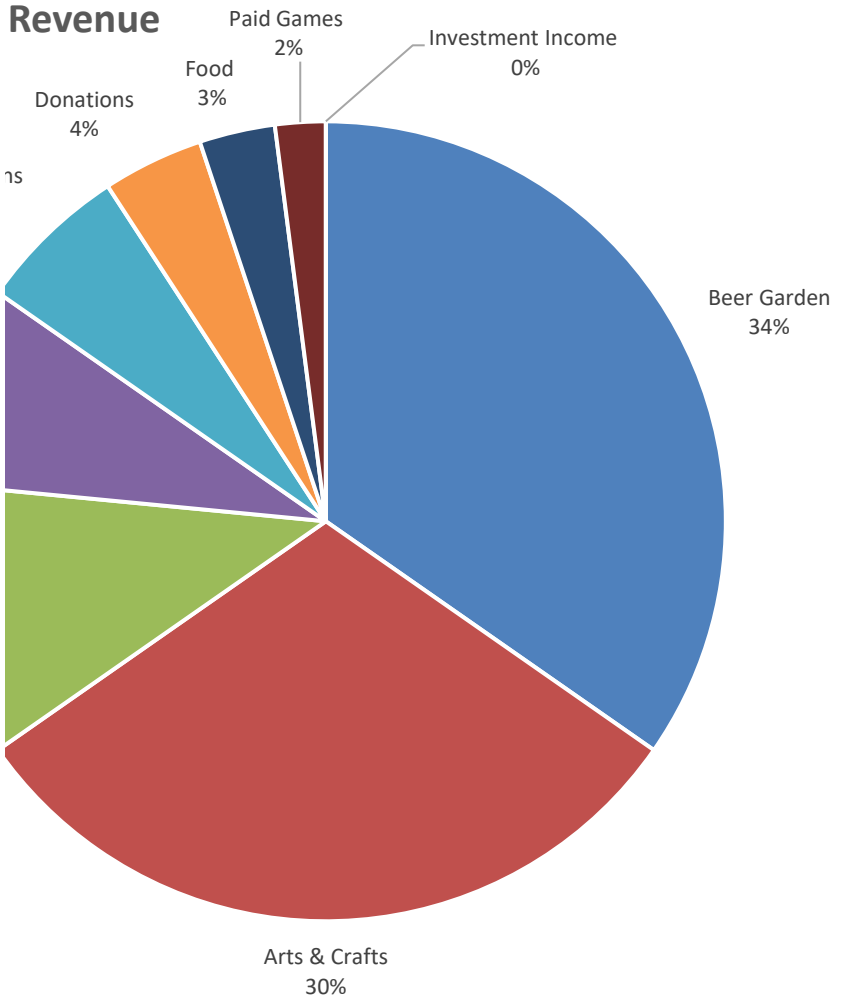


Beer Garden	34%
Arts & Crafts	30%
Wine Garden	11%
Merchandise	8%
Community Relations	6%
Donations	4%
Food	3%
Paid Games	2%
Investment Income	0%

Average Percent of



Revenue



15