

2024 Budget - DRAFT

	2024 Budget	2024 In Kind Donations	2023 Actual	Variance 24B - 23A	2023 Budget	Variance 24B - 23B	Comments
<b>REVENUE</b>							
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	Ryan to confirm
Investment Income	300		313	-13	100	200	
Donations - Cash	30,000		20,100	9,900	25,000	5,000	
<b>Total Revenue</b>	<b>\$ 319,300</b>		<b>\$ 326,582</b>	<b>\$ (7,282)</b>	<b>\$ 307,100</b>	<b>\$ 12,200</b>	

<b>EXPENSES</b>							
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	21,000		20,985	15	20,000	1,000	
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	-	
Free Speech	100			100	-	100	
Info Booths	500		402	98	750	(250)	
Main Stage	20,000		20,140	(140)	19,000	1,000	
Dietz Stage	7,000		6,875	125	5,900	1,100	
Parade	200		153	47	100	100	committee?
Publicity	5,000		5,042	(42)	6,200	(1,200)	
Safety	10,300		25,456	(15,156)	10,000	300	
Traffic (Buses & Signage)	11,000	1,000	10,011	989	10,000	1,000	Account for extinguishers and no smoking signs - not needed every year
Volunteer Coordination	1,200		1,214	(14)	500	700	
<b>General Expenses:</b>							
Weekend Rentals	50,000	6,500	47,013	2,987	45,000		
Year End Dinner	6,000		1,947	4,053	5,000	45,000	
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	what does this look like long term for next year
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	committee?
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	
<b>Total Expenses</b>	<b>\$ 298,980</b>	<b>\$ 14,000</b>	<b>\$ 315,355</b>	<b>\$ (16,374)</b>	<b>\$ 283,201</b>	<b>\$ 54,779</b>	

**Net Income (Loss)**      **\$ 20,320**   **\$ 14,000**   **\$ 11,228**   **\$ 9,092**   **\$ 23,899**   **\$ (42,579)**

**Cash Flow Adjustments**

Donations Made	\$2,500		1,500	1,000	1,500	1,000	MCHS Scholarships (5 x \$500)
Capital Expenditures	-		-	-	-	-	
<b>Total Adjustments</b>	<b>\$ 2,500</b>		<b>\$ 1,500</b>	<b>\$ 1,000</b>	<b>\$ 1,500</b>	<b>\$ 1,000</b>	

**Net Cash Flow**      **\$ 17,820**   **\$ 14,000**   **\$ 9,728**   **\$ 8,092**   **\$ 22,399**   **\$ (43,579)**

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