

JEN 2015-2016 Budget Summary

| | TYPE | REVENUE | EXPENSES | DIFFERENCE |
|---------------------|-----------------------|-------------------|-------------------|-------------------|
| JEN Conference 2016 | Program | \$ 235,845 | \$ 168,555 | \$ 67,290 |
| JEN Conference 2017 | Program | \$ 30,900 | \$ 2,000 | \$ 28,900 |
| JEN Membership | Fundraising & Mbr Dev | \$ 142,515 | \$ - | \$ 142,515 |
| Donations & Grants | Fundraising & Mbr Dev | \$ 27,600 | \$ 26,712 | \$ 888 |
| General Admin | Mgmt & General | \$ 1,108 | \$ 176,521 | \$ (175,413) |
| Total | | \$ 437,968 | \$ 373,788 | \$ 64,180 |

JEN Conference 2016

REVENUE

| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
|---|---|-------------|-----------------|----------|----------------|----------------------|
| Conference Space Rental | | | | | | |
| | Small | \$ 100.00 | per hour | 0 | hours | \$ - |
| | Medium | \$ 150.00 | per hour | 5 | hours | \$ 750.00 |
| | Large | \$ 200.00 | per hour | 0 | hours | \$ - |
| | Total | | | | 5 | \$ 750.00 |
| Exhibits | | | | | | |
| | Additional Exhibitor Registration | \$ 50.00 | per booth | 31 | booths | \$ 1,550.00 |
| | Exhibit Booth - Half Payment | \$ 325.00 | per booth | 6 | booths | \$ 1,950.00 |
| | Exhibit Booths | \$ 650.00 | per booth | 59 | booths | \$ 38,350.00 |
| | Table Top Display | \$ 250.00 | per booth | 22 | booths | \$ 5,500.00 |
| | Total | | | | 118 | \$ 47,350.00 |
| JENeral Store | | | | | | |
| | JENeral Conference CD-Sales | \$ 20.00 | per CD | 173 | CDs | \$ 3,460.00 |
| | JENeral Store Conference Merchandise | \$ 15.00 | per item | 382 | items | \$ 5,730.00 |
| | Total | | | | 555 | \$ 9,190.00 |
| JENerations Jazz Festival | | | | | | |
| | Total | | | | | \$ 14,845.00 |
| Conference Registration | | | | | | |
| | Add'l Chaperone/Management | \$ 50.00 | per person | 20 | people | \$ 1,000.00 |
| | Member Adult One Day Pass | \$ 95.00 | per person | 50 | people | \$ 4,795.00 |
| | Earlybird Registration-Member | \$ 175.00 | per person | 220 | people | \$ 38,500.00 |
| | Advance Online Registration-Member | \$ 200.00 | per person | 124 | people | \$ 24,800.00 |
| | Onsite Registration-Member | \$ 250.00 | per person | 98 | people | \$ 24,500.00 |
| | Non-Member Evening Concert Ticket | \$ 60.00 | per person | 24 | people | \$ 1,440.00 |
| | Non-Member Local Student/Chaperone (accompanying minors) Ticket | \$ 40.00 | per person | 10 | people | \$ 400.00 |
| | Earlybird Registration-Spouse/Domestic Partner | \$ 75.00 | per person | 10 | people | \$ 750.00 |
| | Advance Online Registration-Spouse/Domestic Partner | \$ 100.00 | per person | 89 | people | \$ 8,900.00 |
| | Onsite Registration-Spouse/Domestic Partner | \$ 125.00 | per person | 39 | people | \$ 4,875.00 |
| | Single Event Day Ticket | \$ 145.00 | per person | 20 | people | \$ 2,900.00 |
| | Student Composition Showcase Application Fee | \$ 27.00 | per person | 25 | people | \$ 675.00 |
| | Earlybird Registration-Student Member | \$ 75.00 | per person | 0 | people | \$ - |
| | Advance Online Registration-Student Member | \$ 100.00 | per person | 59 | people | \$ 5,900.00 |
| | Onsite Registration-Student Member | \$ 100.00 | per person | 82 | people | \$ 8,200.00 |
| | Total | | | | 870 | \$ 127,635.00 |
| JENerosity Celebration Registration | | | | | | |
| | JENerosity Celebration - Non Registered | \$ 150.00 | per person | 5 | people | \$ 750.00 |
| | JENerosity Celebration - Registered | \$ 100.00 | per person | 102 | people | \$ 10,200.00 |
| | Total | | | | 107 | \$ 10,950.00 |
| Saturday Education Workshop Registration | | | | | | |
| | Non-Member Early Bird Elementary General Music Specialists | \$ 25.00 | per person | 2 | people | \$ 50.00 |
| | Non-Member Early Bird Vocal/Choral & Instrumental Directors | \$ 25.00 | per person | 2 | people | \$ 50.00 |
| | Non-Member Elementary General Music Specialists | \$ 25.00 | per person | 1 | people | \$ 25.00 |
| | Total | | | | 5 | \$ 125.00 |
| Sponsorships | | | | | | |
| | Conservatory Stage-Associate-Venue #5 | \$ 5,000.00 | per sponsorship | 1 | sponsorships | \$ 5,000.00 |
| | Exhibitors Welcome Sponsorship | \$ - | per sponsorship | 1 | sponsorships | \$ - |
| | Inspirations Stage-Associate-Venue #1 | \$ - | per sponsorship | 1 | sponsorships | \$ - |
| | JENerations Jazz Festival Venue #1 | \$ 6,000.00 | per sponsorship | 1 | sponsorships | \$ 6,000.00 |
| | JENerosity Celebration Educational Fundraiser | \$ 4,000.00 | per sponsorship | 1 | sponsorships | \$ 4,000.00 |
| | LeJENds Stage-Associate-Venue #3 | \$ - | per sponsorship | 1 | sponsorships | \$ - |
| | New Voices Stage-Venue #4 | \$ 5,000.00 | per sponsorship | 1 | sponsorships | \$ 5,000.00 |
| | Presidents Founders Reception | \$ - | per sponsorship | 1 | sponsorships | \$ - |
| | Visions Stage Associate-Venue #3 | \$ 5,000.00 | per sponsorship | 1 | sponsorships | \$ 5,000.00 |
| | Total | | | | 9 | \$ 25,000.00 |
| TOTAL REVENUE | | | | | | \$ 235,845.00 |

EXPENSES

| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
|---------------------|--------------|-------|-------------|----------|----------------|-------|
| License Fees | | | | | | |

| | | | | | | |
|----------------------------|--|--------------|-------|---|-------|----------------------|
| | ASCAP Blanket License | \$ 1,130.00 | total | 1 | total | \$ 1,130.00 |
| | BMI Blanket License | \$ 400.00 | total | 1 | total | \$ 400.00 |
| | SESAC Blanket License | \$ 400.00 | total | 1 | total | \$ 400.00 |
| | Total | | | | | \$ 1,930.00 |
| JENeral Store | | | | | | |
| | JEN Store Merchandise | \$ 2,500.00 | total | 1 | total | \$ 2,500.00 |
| | JEN Store Shipping Expenses | \$ 97.00 | total | 1 | total | \$ 97.00 |
| | JENeral Store CD Reimbursements | \$ 1,782.00 | total | 1 | total | \$ 1,782.00 |
| | Total | | | | | \$ 4,379.00 |
| Guest Speaker | | | | | | |
| | Housing- Guest Speaker | \$ 534.00 | total | 1 | total | \$ 534.00 |
| | Limousine Service - Guests | \$ - | total | 1 | total | \$ - |
| | Travel Expense - Guest Speaker | \$ 600.00 | total | 1 | total | \$ 600.00 |
| | Total | | | | | \$ 1,134.00 |
| Miscellaneous | | | | | | |
| | Housing - Composition Showcase Winners | \$ 1,142.00 | total | 1 | total | \$ 1,142.00 |
| | Housing - Photographers | \$ 761.42 | total | 1 | total | \$ 761.42 |
| | Shipping/Postage | \$ 1,350.00 | total | 1 | total | \$ 1,350.00 |
| | Insurance Special-Event/General Liability | \$ 1,062.00 | total | 1 | total | \$ 1,062.00 |
| | Video Production Fee & Airfare | \$ - | total | 1 | total | \$ - |
| | Total | | | | | \$ 4,315.42 |
| Food & Beverage | | | | | | |
| | Exhibitor Welcome | \$ 1,000.00 | total | 1 | total | \$ 1,000.00 |
| | JENerosity Celebration Education Fundraiser | \$ 15,000.00 | total | 1 | total | \$ 15,000.00 |
| | Meal Stipend for Production | \$ 4,000.00 | total | 1 | total | \$ 4,000.00 |
| | Presidents Founders | \$ 8,000.00 | total | 1 | total | \$ 8,000.00 |
| | Total | | | | | \$ 28,000.00 |
| Production | | | | | | |
| | AXXIS | \$ 77,500.00 | total | 1 | total | \$ 77,500.00 |
| | Conference Coordinator Team Housing | \$ 5,615.00 | total | 1 | total | \$ 5,615.00 |
| | Engineering Charges/Electrical | \$ 3,880.00 | total | 1 | total | \$ 3,880.00 |
| | Equipment Rental | \$ 1,500.00 | total | 1 | total | \$ 1,500.00 |
| | Freeman - Decorations | \$ 10,000.00 | total | 1 | total | \$ 10,000.00 |
| | Miscellaneous Production Expenses | \$ 70.00 | total | 1 | total | \$ 70.00 |
| | On Site Hotel Production | \$ 500.00 | total | 1 | total | \$ 500.00 |
| | Piano Tuning - Moving | \$ 5,000.00 | total | 1 | total | \$ 5,000.00 |
| | Production Housing - Production Coordinators | \$ 6,662.00 | total | 1 | total | \$ 6,662.00 |
| | Production Housing-Add'l Rooms Available | \$ 761.00 | total | 1 | total | \$ 761.00 |
| | Rigging | \$ 6,420.00 | total | 1 | total | \$ 6,420.00 |
| | Total | | | | | \$ 117,908.00 |
| Registration | | | | | | |
| | Computer Purchases | \$ - | total | 1 | total | \$ - |
| | Conference Coordinator Team Housing | \$ - | total | 1 | total | \$ - |
| | Miscellaneous Registration Expenses | \$ 1,000.00 | total | 1 | total | \$ 1,000.00 |
| | Registration Supplies | \$ 2,000.00 | total | 1 | total | \$ 2,000.00 |
| | Registration Team Dinner | \$ 225.00 | total | 1 | total | \$ 225.00 |
| | Square Processing Fees | \$ 1,365.00 | total | 1 | total | \$ 1,365.00 |
| | Total | | | | | \$ 4,590.00 |
| Security | | | | | | |
| | Hotel Lockout Fees | \$ 1,500.00 | total | 1 | total | \$ 1,500.00 |
| | Unarmed Guards | \$ 2,028.00 | total | 1 | total | \$ 2,028.00 |
| | Kentucky Center for the Arts Donation (Badge Checkers) | \$ 2,500.00 | total | 1 | total | \$ 2,500.00 |
| | Total | | | | | \$ 6,028.00 |
| Tax | | | | | | |
| | State Sales Tax | \$ 271.00 | total | 1 | total | \$ 271.00 |
| | Total | | | | | \$ 271.00 |
| TOTAL EXPENSES | | | | | | \$ 168,555.42 |

JEN Conference 2017

REVENUE

| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
|---|---|-------------|-----------------|----------------|----------------|---------------------|
| Conference Space Rental | | | | | | |
| | Small | \$ 100.00 | per hour | 0 | hours | \$ - |
| | Medium | \$ 150.00 | per hour | 0 | hours | \$ - |
| | Large | \$ 200.00 | per hour | 0 | hours | \$ - |
| | Total | | | 0 | | \$ - |
| Exhibits | | | | | | |
| | Additional Exhibitor Registration | \$ 50.00 | per booth | 0 | booths | \$ - |
| | Exhibit Booth - Half Payment | \$ 325.00 | per booth | 4 | booths | \$ 1,300.00 |
| | Exhibit Booths | \$ 650.00 | per booth | 26 | booths | \$ 16,900.00 |
| | Table Top Display | \$ 250.00 | per booth | 0 | booths | \$ - |
| | Total | | | 30 | | \$ 18,200.00 |
| JENeral Store | | | | | | |
| | JENeral Conference CD-Sales | \$ 20.00 | per CD | 0 | CDs | \$ - |
| | JENeral Store Conference Merchandise | \$ 15.00 | per item | 0 | items | \$ - |
| | Total | | | 0 | | \$ - |
| JENerations Jazz Festival | | | | | | |
| | Total | | | | | \$ 100.00 |
| Conference Registration | | | | | | |
| | Add'l Chaperone/Management | \$ 50.00 | per person | 0 | people | \$ - |
| | Member Adult One Day Pass | \$ 95.00 | per person | 0 | people | \$ - |
| | Earlybird Registration-Member | \$ 175.00 | per person | 12 | people | \$ 2,100.00 |
| | Advance Online Registration-Member | \$ 200.00 | per person | 0 | people | \$ - |
| | Onsite Registration-Member | \$ 250.00 | per person | 0 | people | \$ - |
| | Non-Member Evening Concert Ticket | \$ 60.00 | per person | 0 | people | \$ - |
| | Non-Member Local Student/Chaperone (accompanying minors) Ticket | \$ 40.00 | per person | 0 | people | \$ - |
| | Earlybird Registration-Spouse/Domestic Partner | \$ 75.00 | per person | 6 | people | \$ 450.00 |
| | Advance Online Registration-Spouse/Domestic Partner | \$ 100.00 | per person | 0 | people | \$ - |
| | Onsite Registration-Spouse/Domestic Partner | \$ 125.00 | per person | 0 | people | \$ - |
| | Single Event Day Ticket | \$ 145.00 | per person | 0 | people | \$ - |
| | Student Composition Showcase Application Fee | \$ 27.00 | per person | 0 | people | \$ - |
| | Earlybird Registration-Student Member | \$ 75.00 | per person | 0.67 | people | \$ 50.00 |
| | Advance Online Registration-Student Member | \$ 100.00 | per person | 0 | people | \$ - |
| | Onsite Registration-Student Member | \$ 100.00 | per person | 0 | people | \$ - |
| | Total | | | 18.6667 | | \$ 2,600.00 |
| JENerosity Celebration Registration | | | | | | |
| | JENerosity Celebration - Non Registered | \$ 150.00 | per person | 0 | people | \$ - |
| | JENerosity Celebration - Registered | \$ 100.00 | per person | 0 | people | \$ - |
| | Total | | | 0 | | \$ - |
| Saturday Education Workshop Registration | | | | | | |
| | Non-Member Early Bird Elementary General Music Specialists | \$ 25.00 | per person | 0 | people | \$ - |
| | Non-Member Early Bird Vocal/Choral & Instrumental Directors | \$ 25.00 | per person | 0 | people | \$ - |
| | Non-Member Elementary General Music Specialists | \$ 25.00 | per person | 0 | people | \$ - |
| | Total | | | 0 | | \$ - |
| Sponsorships | | | | | | |
| | 2017 Sponsor-Associate-Lel ENds Stage | \$ 5,000.00 | per sponsorship | 1 | sponsorships | \$ 5,000.00 |
| | 2017 Sponsor-Associate-Visions Stage | \$ 5,000.00 | per sponsorship | 1 | sponsorships | \$ 5,000.00 |
| | Total | | | 2 | | \$ 10,000.00 |

TOTAL REVENUE

\$ 30,900.00

EXPENSES

| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
|-----------------------|---------------|-------------|-------------|----------|----------------|--------------------|
| Pre-Production | | | | | | |
| | Travel | \$ 2,000.00 | | 1 | | \$ 2,000.00 |
| | Miscellaneous | \$ - | | 1 | | \$ - |
| | Total | | | | | \$ 2,000.00 |
| TOTAL EXPENSES | | | | | | |
| | | | | | | \$ 2,000.00 |

JENerations Jazz Festival 2016 (Sub of JEN Conference)

| REVENUE | | | | | | |
|---------------------------|--|-----------|--------------|----------|----------------|---------------------|
| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
| JENerations Jazz Festival | | | | | | |
| | Jazz Fest. Ind. Part. Fee | \$ 20.00 | per person | 491 | people | \$ 9,820.00 |
| | Jazz Fest. Large Ens. Part. Fee | \$ 175.00 | per ensemble | 23 | ensembles | \$ 4,025.00 |
| | Jazz Festival Small Ensemble Participation Fee | \$ 100.00 | per ensemble | 10 | ensembles | \$ 1,000.00 |
| | <i>Total</i> | | | 524 | | \$ 14,845.00 |
| TOTAL REVENUE | | | | | | \$ 14,845.00 |
| EXPENSES | | | | | | |
| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
| | | | | | | |

JENerations Jazz Festival 2017 (Sub of JEN Conference)

| REVENUE | | | | | | |
|---------------------------|--|-----------|--------------|----------|----------------|------------------|
| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
| JENerations Jazz Festival | | | | | | |
| | Jazz Fest. Ind. Part. Fee | \$ 20.00 | per person | 0 | people | \$ - |
| | Jazz Fest. Large Ens. Part. Fee | \$ 175.00 | per ensemble | 0 | ensembles | \$ - |
| | Jazz Festival Small Ensemble Participation Fee | \$ 100.00 | per ensemble | 1 | ensembles | \$ 100.00 |
| | <i>Total</i> | | | 1 | | \$ 100.00 |
| TOTAL REVENUE | | | | | | \$ 100.00 |
| EXPENSES | | | | | | |
| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
| | | | | | | |

| Membership | | | | | | |
|------------------------------|-----------------------------------|-----------|---------------|----------|----------------|----------------------|
| REVENUE | | | | | | |
| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
| <u>Individual Categories</u> | | | | | | |
| | eJEN Membership | \$ 45.00 | per person | 346 | people | \$ 15,570.00 |
| | eJEN upgrade to Full Individual | \$ 20.00 | per person | 1 | people | \$ 20.00 |
| | Full Individual | \$ 75.00 | per person | 1165 | people | \$ 87,375.00 |
| | Youth Category (Age 18 and under) | \$ - | per person | 50 | people | \$ - |
| | <i>Total</i> | | | 1562 | | \$ 102,965.00 |
| <u>Partner Categories</u> | | | | | | |
| | Corporate Partner | \$ 550.00 | per partner | 37 | partners | \$ 20,350.00 |
| | Institution Partner | \$ 350.00 | per partner | 50 | partners | \$ 17,500.00 |
| | Network Affiliate - Group | \$ 50.00 | per affiliate | 18 | affiliates | \$ 900.00 |
| | School Festival Partner | \$ 100.00 | per partner | 8 | partners | \$ 800.00 |
| | <i>Total</i> | | | 113 | | \$ 39,550.00 |
| TOTAL REVENUE | | | | | | \$ 142,515.00 |
| EXPENSES | | | | | | |
| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
| | | | | | | |

Donations & Grants

REVENUE

| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
|-----------------------------|------------------------------|--------------|--------------|----------|----------------|---------------------|
| <u>Corporate Donations</u> | | | | | | |
| | Herb Alpert Foundation Grant | \$ 15,000.00 | per donation | 1 | donations | \$ 15,000.00 |
| | Trad Jazz Curriculum Project | \$ - | per donation | 0 | donations | \$ - |
| | <i>Total</i> | | | | | \$ 15,000.00 |
| <u>Individual Donations</u> | | | | | | |
| | All | \$ 6,300.00 | <i>total</i> | 1 | <i>total</i> | \$ 6,300.00 |
| | <i>Total</i> | | | | | \$ 6,300.00 |
| <u>Razoo Foundation</u> | | | | | | |
| | All | \$ 2,300.00 | <i>total</i> | 1 | <i>total</i> | \$ 2,300.00 |
| | <i>Total</i> | | | | | \$ 2,300.00 |
| <u>Scholarship Income</u> | | | | | | |
| | David Baker Scholarship | \$ 3,000.00 | per donation | 1 | donations | \$ 3,000.00 |
| | Hal Leonard Scholarship | \$ 1,000.00 | per donation | 1 | donations | \$ 1,000.00 |
| | <i>Total</i> | | | | | \$ 4,000.00 |
| TOTAL REVENUE | | | | | | \$ 27,600.00 |

EXPENSES

| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
|----------------------------------|---|--------------|--------------|----------|----------------|---------------------|
| <u>Fundraising</u> | | | | | | |
| | JAZZ2U Grant Expenses | \$ 15,000.00 | <i>total</i> | 1 | <i>total</i> | \$ 15,000.00 |
| | Traditional Jazz Curriculum Project | \$ - | <i>total</i> | | <i>total</i> | \$ - |
| | <i>Total</i> | | | | | \$ 15,000.00 |
| <u>Scholarships & Awards</u> | | | | | | |
| | Award Certificates | \$ 81.00 | <i>total</i> | 1 | <i>total</i> | \$ 81.00 |
| | Award Plaques | \$ 1,006.00 | <i>total</i> | 1 | <i>total</i> | \$ 1,006.00 |
| | David Baker Scholar Award | \$ 3,000.00 | per award | 1 | award | \$ 3,000.00 |
| | Dr. Lou Fischer JEN Co-Founder Scholarship | \$ 1,000.00 | per award | 1 | award | \$ 1,000.00 |
| | Former Board Member Recognition | \$ 125.00 | per award | 1 | award | \$ 125.00 |
| | Hal Leonard Scholarship Award | \$ 1,000.00 | per award | 1 | award | \$ 1,000.00 |
| | LeJENds of Jazz Education | \$ 2,000.00 | per award | 1 | award | \$ 2,000.00 |
| | LeJENds of Latin Jazz Award | \$ 2,000.00 | per award | 1 | award | \$ 2,000.00 |
| | Travel Expense-LeJENds of Latin Jazz | \$ - | <i>total</i> | 1 | <i>total</i> | \$ - |
| | Total Housing-LeJENds of Latin Jazz Award | \$ - | <i>total</i> | 1 | <i>total</i> | \$ - |
| | Latin Percussion Company Reimbursement | \$ - | <i>total</i> | 1 | <i>total</i> | \$ - |
| | Mary Jo Papich JEN Co-Founder Women in Jazz Scholarship Award | \$ 1,000.00 | per award | 1 | award | \$ 1,000.00 |
| | MusicFest Scholarship (\$500) | \$ 500.00 | per award | 1 | award | \$ 500.00 |
| | <i>Total</i> | | | | | \$ 11,712.00 |
| TOTAL EXPENSES | | | | | | \$ 26,712.00 |

General Administration

REVENUE

| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
|--|---------------------------|-------------|-------------|----------|----------------|--------------------|
| <u>Interest Income</u> | All | \$ 26.00 | total | 1 | total | \$ 26.00 |
| | Total | | | | | \$ 26.00 |
| <u>Online JENeral Store Merchandise</u> | All | \$ 50.00 | total | 1 | total | \$ 50.00 |
| | Total | | | | | \$ 50.00 |
| <u>Operations General Income</u> | Website Development Tests | | total | | total | \$ - |
| | Total | | | | | \$ - |
| <u>Realized Gain/Loss on Investments</u> | All | | total | | total | \$ - |
| | Total | | | | | \$ - |
| <u>Royalty Income</u> | All | \$ 1,032.00 | total | 1 | total | \$ 1,032.00 |
| | Total | | | | | \$ 1,032.00 |
| TOTAL REVENUE | | | | | | \$ 1,108.00 |

EXPENSES

| Category | Sub-category | Price | Price Units | Quantity | Quantity Units | Total |
|---------------------------|---|--------------|-------------|----------|----------------|----------------------|
| <u>Board of Directors</u> | Meals | \$ 1,250.00 | per meal | 2 | meals | \$ 2,500.00 |
| | Hotels | \$ 5,964.00 | total | 1 | total | \$ 5,964.00 |
| | Travel | \$ 9,100.00 | total | 1 | total | \$ 9,100.00 |
| | Miscellaneous | \$ 325.00 | total | 1 | total | \$ 325.00 |
| | Total | | | | | \$ 17,889.00 |
| <u>Marketing</u> | Mail Chimp Fee | \$ 80.00 | per month | 12 | months | \$ 960.00 |
| | Marketing General | \$ 6,770.00 | total | 1 | total | \$ 6,770.00 |
| | MEA State Shows | \$ - | total | 1 | total | \$ - |
| | IMEA Costs | \$ 950.00 | total | 1 | total | \$ 950.00 |
| | Midwest Band & Orchestra Clinic | \$ 2,550.00 | total | 1 | total | \$ 2,550.00 |
| | Printing & Postage | \$ 770.00 | total | 1 | total | \$ 770.00 |
| | Total | | | | | \$ 12,000.00 |
| <u>Accounting/Legal</u> | Accounting Firm/Tax Preperation/Annual Audit | \$ 11,000.00 | total | 1 | total | \$ 11,000.00 |
| | Legal Fees | \$ 1,000.00 | total | 1 | total | \$ 1,000.00 |
| | Quick Books Online Monthly Fee | \$ 30.00 | per month | 12 | months | \$ 360.00 |
| | Total | | | | | \$ 12,360.00 |
| <u>Bank</u> | American Express Card Processing | \$ 1,685.00 | total | 1 | total | \$ 1,685.00 |
| | Bank of America Merchant Fees | \$ 12,290.00 | total | 1 | total | \$ 12,290.00 |
| | Total | | | | | \$ 13,975.00 |
| <u>Insurance</u> | D & O Insurance | \$ 2,254.00 | total | 1 | total | \$ 2,254.00 |
| | General Liability Insurance | \$ 509.00 | total | 1 | total | \$ 509.00 |
| | Total | | | | | \$ 2,763.00 |
| <u>Office Management</u> | IC Expense Bookkeeper | \$ 583.34 | per month | 12 | months | \$ 7,000.08 |
| | IC Expense Marketing/Communications Coordinator | \$ 2,084.00 | per month | 12 | months | \$ 25,008.00 |
| | IC Expense Office Manager | \$ 3,000.00 | per month | 12 | months | \$ 36,000.00 |
| | IC Expense Operations Administrator | \$ 2,166.67 | per month | 12 | months | \$ 26,000.04 |
| | Housing Office/IC Staff Jan | \$ 2,094.00 | total | 1 | total | \$ 2,094.00 |
| | Housing Operations Administrator-Aug | \$ 574.55 | total | 1 | total | \$ 574.55 |
| | Misc. Office Expenses | \$ 1,000.00 | total | 1 | total | \$ 1,000.00 |
| | Office Manager Travel | \$ 1,286.00 | total | 1 | total | \$ 1,286.00 |
| | Office Staff Travel | \$ 835.00 | total | 1 | total | \$ 835.00 |
| | Travel - Operations Administrator | \$ 500.00 | total | 1 | total | \$ 500.00 |
| | Total | | | | | \$ 100,297.67 |
| <u>Office Supplies</u> | Printing & Reproduction | \$ 108.00 | total | 1 | total | \$ 108.00 |
| | Shipping/Postage | \$ 46.00 | total | 1 | total | \$ 46.00 |
| | Total | | | | | \$ 154.00 |
| <u>Website</u> | Development | \$ 5,051.00 | total | 1 | total | \$ 5,051.00 |
| | Hosting Fee | \$ 2,793.00 | total | 1 | total | \$ 2,793.00 |
| | Maintenance | \$ 7,989.00 | total | 1 | total | \$ 7,989.00 |
| | Support | \$ 489.00 | total | 1 | total | \$ 489.00 |
| | Web Page Design New | \$ 660.00 | total | 1 | total | \$ 660.00 |
| | Website Charges-Security | \$ 100.00 | total | 1 | total | \$ 100.00 |
| | Total | | | | | \$ 17,082.00 |
| TOTAL EXPENSES | | | | | | \$ 176,520.67 |