

FREEZER BURN 2018 FINANCIALS

As at September 29, 2018

Income

	<u># of people</u>		<u>\$90-175/ticket</u>
Ticket sales - Calgary	311	\$	54,425.00
Ticket sales - Edmonton	146	\$	25,550.00
Ticket sales	465	\$	81,375.00
Ticket sales - Direct Sales	6	\$	1,050.00
Low Income Ticket sales	42	\$	3,780.00
Grant Money Donation		\$	1,190.00
Gate Re-Entry		\$	620.00
Total Income	970	\$	167,990.00

Expenses

	<u># of people</u>		<u>\$10/night</u>
Ticket Sales - 4 nights	970	\$	40,740.00
Early Entry - Tue night	16	\$	168.00
Early Entry - Wed night	126	\$	1,323.00
Late Stay - Mon night	12	\$	126.00
Pre Weekend	12	\$	126.00
Venue		\$	42,483.00

		<u>Actual Spent</u>
Ticket Fees	\$	2,678.24
Bank Fees	\$	208.76
Townhall	\$	157.50
County Permit	\$	-
Water Truck	\$	362.25
Tickets & Postage	\$	950.01
Insurance	\$	2,650.00
Portapotties	\$	6,562.50
Radios	\$	1,728.92
Security	\$	9,607.50
Legal	\$	-
Producers	\$	133.60
Communications	\$	49.14
ARTery	\$	-
Media	\$	115.75
DPW	\$	6,222.83
Gate	\$	247.02
Greeters	\$	-
First Response	\$	353.12
EMT	\$	10,080.00
Golf Carts	\$	1,653.75
Temple	\$	5,241.74
Effigy	\$	5,585.39

DMV	\$	-
Fire Safety	\$	1,396.89
Fireworks	\$	1,267.97
Volunteer Support	\$	343.82
Leave No Trace	\$	-
Sound Marshal	\$	47.22
WWW	\$	1,969.80
Survival Guide	\$	880.67
Swag	\$	3,896.71
Stickers	\$	719.50
Wristbands	\$	378.67
Expenses prior to Grants	\$	<u>107,972.27</u>
Art Grants	\$	21,429.97
Total Expenses	\$	129,402.24
Donation to a Burners Without Borders	\$	1,000.00
Donation to Ponoka Old MacDonald Kennels	\$	1,000.00
Surplus	\$	36,587.76
2019 Infastructure (tents & lights)	\$	3,000.00
2019 Art Grants	\$	22,000.00
<i>Directed into LEA year round program</i>	\$	11,587.76

FREEZERBURN 2018 Actual compared to Budget

As at September 29, 2018

Income	2018		BUDGET		Variance Amount	Variance %
	# of people	\$90-175/ticket	# of people	\$85-175/ticket		
Ticket sales - Calgary	311	\$ 54,425.00	300	\$ 52,500.00		
Ticket sales - Edmonton	146	\$ 25,550.00	200	\$ 35,000.00		
Ticket sales - Online	465	\$ 81,375.00	296	\$ 51,800.00		
Ticket sales - Directed	6	\$ 1,050.00	54	\$ 9,450.00		
Low Income Ticket sales	42	\$ 3,780.00	50	\$ 4,250.00		
Gate Re-Entry		\$ 620.00		\$ -		
Grant Money Donation		\$ 1,190.00		\$ -		
Total Income	970	\$167,990.00	900	\$153,000.00	\$ 14,990.00	9.8

	# of people	\$10.50/night	# of people	\$10.50/night	Variance Amount	Variance %
Ticket Sales - 4 nights	970	\$ 40,740.00	900	\$ 37,800.00		
Early Entry - Wed night	126	\$ 1,323.00	200	\$ 2,100.00		
Early Entry - Tue night	16	\$ 168.00	20	\$ 210.00		
Late Stay - Mon night	12	\$ 126.00	10	\$ 105.00		
Pre Weekend	12	\$ 126.00	20	\$ 210.00		
Venue		\$ 42,483.00		\$ 40,425.00	\$ 2,058.00	5.1

	Actual	Budget	Variance Amount	Variance %	Explain over spending by 20%
Ticket Fees	\$ 2,678	\$ 200	\$ 2,478	1239.1	New ticketing system was used and fees were not added to the online amount
Bank Fees	\$ 209	\$ 200	\$ 9	4.4	
Townhall	\$ 158	\$ 500	\$ (343)	-68.5	
County Permit	\$ -	\$ 1,000	\$ (1,000)	-100.0	County choose not to charge us this year.
Water Truck	\$ 362	\$ 362	\$ 362	100.0	unexpected dusty roads. (from contingency)
Ticketing	\$ 950	\$ 2,000	\$ (1,050)	-52.5	Changed system to not mail out online purchased tickets.
Insurance	\$ 2,650	\$ 3,000	\$ (350)	-11.7	
Portapotties	\$ 6,563	\$ 6,600	\$ (38)	-0.6	
Lawyer	\$ -	\$ 1,000	\$ (1,000)	-100.0	
Radios	\$ 1,729	\$ 1,800	\$ (71)	-3.9	
Security	\$ 9,608	\$ 13,000	\$ (3,393)	-26.1	rough estimate was used, cost came in below
Producers	\$ 134	\$ 400	\$ (266)	-66.6	
Media	\$ 116	\$ 200	\$ (84)	-42.1	
DPW	\$ 6,223	\$ 6,700	\$ (477)	-7.1	
Gate	\$ 247	\$ 300	\$ (53)	-17.7	
Greeters	\$ -	\$ 200	\$ (200)	-100.0	
First Response	\$ 353	\$ 500	\$ (147)	-29.4	
EMT	\$ 10,080	\$ 10,100	\$ (20)	-0.2	
Golf Carts	\$ 1,654	\$ 1,700	\$ (46)	-2.7	
Temple	5,242	\$ 5,000	242	4.8	
Effigy	5,585	\$ 5,000	585	11.7	
DMV	0	\$ 200	-200	-100.0	
Fire Safety	1,397	\$ 1,600	-203	-12.7	
Sound Marshal	47	\$ 100	-53	-52.8	
Ceremonial Production		\$ -	0	0.0	
Fireworks	1,268	\$ 2,000	-732	-36.6	
Leave No Trace	0	\$ 100	-100	-100.0	
ARTery	0	\$ 200	-200	-100.0	
WWW	1,970	\$ 2,500	-530	-21.2	
Communications	49	\$ 100	-51	-50.9	
Survival Guide	881	\$ 1,500	-619	-41.3	

Swag - Volunteer Gift	\$ 3,897	\$ 2,700	\$ 1,197	44.3	shipping costs, custom costs & exchange rates were not considered when purchased
Stickers	\$ 720	\$ 700	\$ 20	2.8	
Wristbands	\$ 379	\$ 500	\$ (121)	-24.3	
Volunteer Support & Appreciation Party	\$ 344	\$ 350	\$ (6)	-1.8	
	<u>\$ 65,489.27</u>	<u>\$ 71,950.00</u>			
Expenses prior to Grants	\$ 107,972.27	\$ 112,375.00	\$ (4,402.73)	-3.9	
Art Grants	\$ 21,429.97	\$ 22,525.00	\$ (1,095.03)	-4.9	
5% Contingency		\$ 5,618.75	\$ (5,618.75)	-100.0	Used to cover unexpected costs, ie water truck
Total Expenses	\$129,402.24	\$140,518.75	\$ (11,116.51)	-7.9	
Donation to Burners Without Borders	\$ 1,000.00	\$ 1,248.13	\$ 751.88	60.2	
Donation to Ponoka Old MacDonald Kennels	\$ 1,000.00				
Surplus	\$ 36,587.76	\$ 11,233.13	\$ 25,354.64	225.7	
2019 Infrastructure (tents & lights)	\$ 3,000.00				
2019 Art Grants	\$ 22,000.00				
<i>Directed into LEA year round program</i>	\$ 11,587.76				