

Income Summary

19 Budget 19 \$ Budget

Non-registration

Advertising

Philcon

Art Show

Done on 12 Feb

Rate

Count

| | | | |
|--------------|------|------|------------|
| tables = | \$36 | 24.0 | \$864.00 |
| panels = | \$28 | 112 | \$3,136.00 |
| half-panels= | \$18 | 0 | \$0.00 |
| mail fees = | \$20 | 20 | \$400.00 |

Dealers

120 132.5 - 134.5 \$16,400.00

Alley

Tables counted under Expo

120 6 \$720.00

Indy Game Expo

Non Reg Income

\$21,520.00

Registration

| | | | | |
|--------------------------|-----|----|-------------|--|
| 271 at year-ahead | 261 | 50 | \$13,050.00 | count as of 5/21/2018, includes party discount |
| 487 at 50 | 487 | 55 | \$26,785.00 | |
| 562 at 60 | 562 | 65 | \$36,530.00 | |
| 14 fast track 70 | 14 | 75 | \$1,050.00 | |
| 25 fast track year ahead | 26 | 50 | \$1,300.00 | count as of 5/21/2018 |
| 29 fast track 50 | 29 | 55 | \$1,595.00 | |
| 23 fast track 60 | 23 | 65 | \$1,495.00 | |
| 1 fast track saturday | 1 | 55 | \$55.00 | |
| 7 fast track sunday | 7 | 40 | \$280.00 | |
| | | | \$0.00 | |
| 37 friday only | 38 | 30 | \$1,140.00 | |
| 17 monday only | 20 | 15 | \$300.00 | |
| 154 saturday only | 154 | 50 | \$7,700.00 | |
| 517 student | 517 | 35 | \$18,095.00 | |
| Full Weekend at the door | 525 | 75 | \$39,375.00 | |
| 185 sunday only | 187 | 50 | \$9,350.00 | |
| 30 turtle track | 30 | 75 | \$2,250.00 | |

3% growth

At Door Totals

2,881 **\$160,350.00**

Program & CompUpgrade

these are included above

Comps and Unpaid

Total Reg Income

\$160,350.00

Total Income

\$181,870.00

Total Expenses

\$185,038.90

Net

-\$3,168.90

| Categories | A'19 Budget | A'19 Breakdown | Group Subtotals | A'18 Comments | A'17 Budget | A'18 Budget | A'18 Actuals |
|------------------------------|-------------|----------------|-----------------|---|--------------------|---------------------|--------------------|
| Con Chair | | | \$12,037 | | \$11,257.92 | \$8,200.00 | \$8,221.76 |
| Admin | \$1,000.00 | | | | \$1,000.00 | \$1,000.00 | \$134.15 |
| Contingency / Damage | \$2,000.00 | | | insurance under corporate | \$2,000.00 | \$2,000.00 | \$799.08 |
| Special Projects | \$500.00 | | | | \$500.00 | \$700.00 | \$530.50 |
| Con parties | \$700.00 | | | | \$1,000.00 | \$700.00 | \$536.19 |
| | | \$200 | | | | | |
| | | \$200 | | | | | |
| | | \$300 | | sponsorship at SMOFCON? | | | |
| Con Chair Discretionary | \$3,637.40 | | | Calculated | \$3,357.92 | \$0.00 | \$2,745.75 |
| Division head meetings | \$1,200.00 | | | Food - More All-Day Meetings (increase for at-con?) | \$1,200.00 | \$1,200.00 | \$1,275.07 |
| Meeting space rental | \$600.00 | | | Donation for use of NESFA, etc. | \$300 | \$600.00 | \$240.00 |
| Debrief | \$2,000.00 | | | | \$1,900.00 | \$2,000.00 | \$1,961.02 |
| At-Con Tips | \$400.00 | | | | | | |
| Corporate | | | \$21,679 | | \$16,000.00 | \$20,680.00 | \$20,680.00 |
| Annual charge to convention | \$21,679.00 | | | | \$16,000 | \$20,680.00 | \$20,680.00 |
| Communications | | | \$1,822 | | \$1,150.00 | \$1,840.00 | \$1,655.73 |
| Admin | | | | hasn't been used since A17 | \$50 | \$50.00 | \$0.00 |
| At-Con Tips | \$150.00 | | | | | | \$0.00 |
| Internet Drop | \$400.00 | | | Westin: PSAV | | | |
| Overnight Food | \$200.00 | | | | | | \$0.00 |
| Advertising | | | | hasn't been used since A17 (moved to art show) | \$200.00 | \$200.00 | \$500.00 |
| Promo Print (i.e. bookmarks) | | | | | \$200.00 | \$0.00 | \$56.73 |
| Software costs | \$140.00 | | | InDesign 4 licenses at non-profit rate | \$150 | \$70.00 | \$74.38 |
| Ad sales expense | \$50.00 | | | | \$50 | \$50.00 | \$0.00 |
| MailChimp | \$250.00 | | | | \$250 | \$250.00 | \$170.00 |
| Newsletter | \$560.00 | | | Printer cartridges | \$250.00 | \$500.00 | \$146.62 |
| Sprout Social | | | | 12 months @ \$60/month | | \$720.00 | \$708.00 |
| Buffer (social media) | \$72.00 | | | \$72/year. | | | \$0.00 |
| Events | | | \$5,066 | | \$2,325.00 | \$2,375.00 | \$3,431.56 |
| Admin | \$50.00 | | | business cards, office supplies | \$50.00 | \$50.00 | \$0.00 |
| At-Con Tips | \$200.00 | | | | | | \$0.00 |
| Event #1 | \$250.00 | | | | \$250.00 | \$250.00 | \$100.00 |
| Event #2 | \$250.00 | | | event incidentals like ear plugs etc. or for subsidizing performers | \$250.00 | \$250.00 | \$573.39 |
| Event #3 | \$250.00 | | | | \$250.00 | \$250.00 | \$0.00 |
| Event #4 | \$250.00 | | | | \$250.00 | \$250.00 | \$0.00 |
| DJ Hotel Room | \$516.00 | | | 3 Nights @ \$172 | | | |
| Masquerade admin | \$200.00 | | | | \$200.00 | \$200.00 | \$0.00 |
| Masquerade Green Room | \$2,000.00 | | | Westin bill: catering for A18 was \$1850 | \$25.00 | \$25.00 | \$1,851.17 |
| ASCAP | \$800.00 | | | based on A17 rates | \$750 | \$800.00 | \$747.00 |
| BMI | \$300.00 | | | .07 per head | \$300 | \$300.00 | \$160.00 |
| Exhibits | | | \$10,524 | | \$2,010.00 | \$2,000.00 | \$6,851.74 |
| At-Con Tips | \$350.00 | | | | | | \$0.00 |
| Exhibits Admin | \$50.00 | | | | | \$50.00 | \$0.00 |
| Art show Admin | \$200.00 | | | | | | |
| Art show errors | \$50.00 | | | | \$250 | \$250.00 | \$0.00 |
| Art show Forms Printing | | | | no printed forms for A19 | \$0 | \$150.00 | \$99.90 |
| Art show Catalog Printing | | | | A19 - expect ad sales to cover catalog expenses | | | \$369.32 |
| Art show Returns | \$25.00 | | | | \$0 | \$25.00 | \$40.46 |
| Art Show Mail Drop | \$350.00 | | | Fortress Storage Mail Stop | \$250 | \$350.00 | \$338.00 |
| Art Show Feeding Vols | \$75.00 | | | | \$50 | \$100.00 | \$64.36 |
| Art Show Mtg Expenses | \$100.00 | | | | \$125 | \$125.00 | \$56.31 |
| Art Show Ads | \$284.00 | | | Art New England \$99; Artscope \$111-305 | \$185 | \$0.00 | \$0.00 |
| Art Show Reception | \$4,500.00 | | | Westin Bill: Catering | \$0 | \$0 | \$5,283.39 |
| Internet Drop | | | | For A'19 going to try sharing with Videogaming | | | \$400.00 |
| Dealers Admin | \$25.00 | | | | \$25 | \$25.00 | \$0.00 |
| Dealers Internet | \$400.00 | | | PSAV/Westin | | | \$0.00 |
| Promoter Fee | \$200.00 | | | | \$200 | \$200.00 | \$200.00 |
| Galleria setup supplies | \$0.00 | | | Usually Gaff Tape but enough from A18 | \$150 | \$150.00 | \$0.00 |
| Fan Tables Admin | \$25.00 | | | Moved from Member Services | \$25 | \$25.00 | \$0.00 |
| Galleria setup | \$3,100.00 | | | Westin Bill: used to be listed in hotel | | | \$0.00 |
| Anime, Films, Videos | | | | | | | \$0.00 |
| --Anime | \$100.00 | | | | \$250 | \$100.00 | \$0.00 |
| Artist's Alley Admin | \$50.00 | | | | | | |
| Video | \$100.00 | | | | \$100 | \$100.00 | \$0.00 |
| Video MPLC | \$540.00 | | | 40 attendees per day x \$3 per attendee x 4 days | \$400 | \$400.00 | \$0.00 |
| Food | | | \$21,773 | | \$20,500.00 | \$14,637.50 | \$23,321.07 |
| Admin | \$100.00 | | | misc supplies: gas and tolls for QM | \$100 | \$100.00 | \$55.00 |
| At-Con Tips | \$1,000.00 | | | | | | \$0.00 |
| Quartermaster Van Rentals | \$500.00 | | | Rental / Parking / Gas / Tolls for 1 Van | \$800 | \$500.00 | \$572.97 |
| Staff Den | \$3,000.00 | | | \$6/head assume 500 staff | \$5,000 | \$3,000.00 | \$0.00 |
| Staff Den decorations | \$50.00 | | | décor | \$50 | \$50.00 | \$0.00 |
| Furniture Storage Room I | \$860.00 | | | king room for 5 nights | | | \$764.52 |
| Furniture Storage Room II | \$860.00 | | | king room for 5 nights | | | \$0.00 |
| Furniture Removal I | \$100.00 | | | Westin Bill | | | \$160.00 |
| Furniture Removal II | \$100.00 | | | Westin Bill | | | \$0.00 |
| Staff Den Suite | COMPED | | | Westin Bill | | | \$0.00 |
| Green Room | \$5,500.00 | | | food/drink, \$7.50/pro, 400 pros + \$5 for 500 staff | \$3,000 | \$5,500.00 | \$0.00 |
| Green Room decorations | \$50.00 | | | décor | \$50 | \$50.00 | \$0.00 |
| Con Suite | \$7,202.50 | | | food/drink \$2.50/attendee (Is Excel Formula linked | \$10,400 | \$4,337.50 | \$0.00 |
| Con Suite Fridge Rental | | | | now in couch rental | \$150 | \$150.00 | \$0.00 |
| Ice | \$1,500.00 | | | Westin Bill: Ice Order | | | \$1,450.00 |
| Dead Dog (Monday) | \$300.00 | | | | \$300 | \$300.00 | \$382.77 |
| Couch Rental | \$650.00 | | | includes fridge rental | \$650 | \$650.00 | \$0.00 |
| Food (not broken out) | | | | | | | \$19,935.81 |
| Gaming | | | \$5,435 | | \$2,800.00 | \$3,750.00 | \$4,564.52 |

| | | | | | | | | |
|-------------------------------------|--|-------------|--|--|--|--------------------|--------------------|-------------------|
| At-Con Tips | | \$400.00 | | | | | | \$0.00 |
| Indie Gaming Admin | | \$50.00 | | admin, prizes, badge holders | | \$0 | \$0.00 | \$0.00 |
| LARP Gaming | | \$0.00 | | admin, prizes, badge holders | | \$50 | \$0.00 | \$0.00 |
| Tabletop Gaming | | \$200.00 | | admin, prizes, accessibility supports | | \$250 | \$250.00 | \$0.00 |
| Tabletop Gaming Internet | | \$400.00 | | A19 - share with Art Show | | | | \$400.00 |
| Gaming Upkeep | | \$400.00 | | For replacing games that get damaged | | \$500 | \$500.00 | \$0.00 |
| Video Gaming | | \$3,000.00 | | Games Underground | | \$2,000 | \$3,000.00 | \$3,000.00 |
| Video Gaming Internet | | \$400.00 | | | | | | \$400.00 |
| Hotel Room | | \$585.00 | | Westin Bill: 3 nights at Double rate for Gaming Underground | | | | \$764.52 |
| Guest of Honor Liaison | | | | | | \$7,125.00 | \$7,475.00 | \$9,912.38 |
| Admin | | \$25.00 | | | | \$25 | \$25.00 | \$132.20 |
| At-Con Tips | | \$580.00 | | Tips. The breakdown looks like this: | | | | \$0.00 |
| Food for Meetings/Training | | \$150.00 | | | | | | |
| Miscellaneous | | \$0.00 | | | | \$0 | \$0.00 | \$0.00 |
| AGOH Transportation | | \$600.00 | | Elizabeth Leggett 2 ppl from ABQ to BOS | | \$850.00 | \$600.00 | \$721.00 |
| AGOH Parking | | \$150.00 | | | | \$0.00 | \$100.00 | \$0.00 |
| AGOH Food | | \$750.00 | | two people \$75/person per day | | \$900 | \$900.00 | \$22.50 |
| AGOH Hotel | | \$975.00 | | one double room (\$195) for 5 nights | | | | \$0.00 |
| AGOH Other / Shipping | | \$1,000.00 | | Shipping Art | | \$500.00 | \$500.00 | \$125.38 |
| FGOH Transportation | | \$700.00 | | Bjo and John Trimble 2ppl from LAX to BOS | | \$850.00 | \$600.00 | \$887.84 |
| FGOH Parking / Taxi at Home Airport | | \$150.00 | | | | \$100.00 | \$100.00 | \$0.00 |
| FGOH Hotel Room | | \$860.00 | | one king room (\$172) for 5 nights | | | | \$1,619.50 |
| FGOH Additional Hotel Room | | \$860.00 | | BJo's Daughter (king room for 5 nights) | | | | \$0.00 |
| FGOH Food | | \$750.00 | | two people \$75/person per day | | \$900 | \$900.00 | \$1,500.00 |
| WGOH Transportation (Daniel) | | \$500.00 | | Daniel Jose Older; 2 ppl NOLA to BOS | | \$850.00 | \$1,600.00 | \$498.96 |
| WGOH Transportation (Malka) | | \$690.00 | | Malka Older; 3 ppl from DCA to BOS | | | | \$0.00 |
| WGOH Parking / Taxi at Home Airport | | \$150.00 | | | | \$100 | \$100.00 | \$0.00 |
| WGOH Hotel Room (Daniel) | | \$860.00 | | king room (\$172) for 5 nights | | | | \$0.00 |
| WGOH Hotel Room (Malka) | | \$975.00 | | Double room (195) for 5 nights | | | | \$0.00 |
| WGOH Food | | \$1,875.00 | | five people \$75/person per day | | \$900 | \$900.00 | \$0.00 |
| Special Guest | | | | | | | | \$852.82 |
| Per Diems (not broken out) | | | | | | | | \$2,625.00 |
| GOH Dinners w. Conchair | | \$800.00 | | 2 dinners, each with (2 GoHs + 2 GoH+1s + 1 GoH Liaison + ConChr + CONChr+1) * \$50 | | \$700 | \$700.00 | \$666.52 |
| GOH Misc | | \$100.00 | | Other taxi rides etc. | | \$0 | \$0.00 | \$86.24 |
| Gift Baskets | | \$450.00 | | Gift Baskets for GOHs | | \$450 | \$450.00 | \$174.42 |
| Hotel Direct Bill | | | | | | \$14,425.00 | \$26,379.00 | \$0.00 |
| Total to be paid directly to hotel | | | | includes Truss and Food Truck Concourse Cleaning | | | | |
| Electricity | | | | Galleria electricity | | \$3,025.00 | \$3,000.00 | |
| Internet | | | | based on '17 actuals - look into alternative options, | | | \$6,200.00 | |
| - Food (via Hotel) | | | | | | | | |
| Ice | | | | Based on 2017 - moved to Food | | \$0.00 | \$1,000.00 | |
| Events food allowance | | | | bigger con. 2 events @ \$250/ea - moved to Events | | \$500.00 | \$500.00 | |
| Filk Refreshments | | | | 3 nights at \$150 - moved to Events | | \$500 | \$450.00 | |
| Art Show Reception | | | | Need to gatekeep to artists, staff, dealers, and NOT general attendees - Moved to Exhibits | | \$6,000 | \$6,000.00 | |
| Masquerade green room food | | | | moved to Exhibits | | \$1,400 | \$1,750.00 | |
| - Other Food (from hotel) | | | | | | | | |
| Ops Food | | | | Starbucks moved to Ops | | | \$300.00 | |
| - Other (via Hotel) | | | | | | | | |
| Room Comp Credit - Westin | | -\$9,198.00 | | | | | | |
| Room Comp Credit - Aloft | | -\$900.00 | | | | | | |
| Carpet protection | | | | | | | \$0.00 | |
| Furniture removal | | | | Moved to areas using those rooms | | \$0.00 | \$1,000.00 | |
| Westin rooms in excess of comps | | | | Room nights: 6 Con-or-Bust, 10 Babysitting, 4 Quiet Room, 4 Reg Person, 5 Treasury, 25 Furniture | | \$3,000.00 | \$6,179.00 | |
| kings | | | | kings @ \$172 plus tax | | | | |
| | | \$516.00 | | Con or bust (3 nights) | | | | |
| | | \$516.00 | | Con or bust (3 nights) | | | | |
| doubles | | | | doubles at \$195 plus tax | | | | |
| | | | | Space Pilot A (see Staff Svc) | | | | |
| Hotel Liaison | | | | | | \$7,100.00 | \$7,850.00 | \$7,232.58 |
| Hotel Admin | | \$100.00 | | | | \$100.00 | \$100.00 | \$0.00 |
| At-Con Tips | | \$800.00 | | Now just Hotel's Tips | | \$6,500.00 | \$7,000.00 | \$6,525.00 |
| Hotel Gift Baskets | | \$750.00 | | | | \$500.00 | \$750.00 | \$707.58 |
| Aloft commitments | | | | See Space Pilot | | | \$0.00 | |
| Member Services | | | | | | \$5,705.00 | \$5,280.00 | \$3,403.04 |
| Admin | | \$25.00 | | | | \$25.00 | \$25.00 | \$0.00 |
| At-Con Tips | | \$200.00 | | | | | | \$0.00 |
| Ribbons | | \$2,000.00 | | From Staff Svc | | | | \$1,853.00 |
| - Access | | | | | | | | \$0.00 |
| Supplies | | | | enough leftover from A'18 - for A'19 don't need | | \$150.00 | \$150.00 | \$0.00 |
| Assisted Listening Device | | \$450.00 | | | | \$400 | \$400.00 | \$447.00 |
| CART (closed captioning) | | \$600.00 | | | | \$600 | \$600.00 | \$0.00 |
| ASL | | \$4,800.00 | | \$60/hr x 4 x 20 hrs (signers last year charged \$55 - \$65 / hour) | | \$3,000 | \$3,000.00 | \$0.00 |
| Tactile Supplies | | \$0.00 | | | | \$10 | \$10.00 | \$0.00 |
| Large Print Program | | | | paper under ops | | \$0 | \$0.00 | \$0.00 |
| Braille Program | | \$120.00 | | paper | | \$120 | \$120.00 | \$0.00 |
| Coat Check Admin | | \$50.00 | | | | \$50 | \$50.00 | \$0.00 |
| Coat Check Tags | | | | corporate expense | | \$0 | \$0.00 | \$0.00 |
| Info Desk Admin | | \$25.00 | | | | \$25 | \$25.00 | \$0.00 |
| Cosplay Repair Station | | \$100.00 | | | | \$100 | \$100.00 | \$104.39 |
| Photobooth | | \$100.00 | | Camera transport/rental | | \$600 | \$100.00 | \$43.00 |
| - Food Trucks | | | | | | | | \$0.00 |

| | | | | | | | |
|-------------------------------|------------|--|---|--|--------------------|--------------------|--------------------|
| Permit Fees | \$100.00 | | | | \$600 | \$600.00 | \$0.00 |
| Concourse Cleaning Fee | \$500.00 | | Westin Hotel Bill | | | | \$0.00 |
| Quiet Room | | | | | | | \$955.65 |
| AoC Safer Space | \$516.00 | | 3 nights king room | | | | \$0.00 |
| AoC Safer Space Tips | \$100.00 | | | | | | |
| Promotions/ Freebies Admin | \$25.00 | | | | \$25 | \$100.00 | \$0.00 |
| Ops | | | \$8,200 | | \$7,400.00 | \$7,050.00 | \$5,962.71 |
| Admin | \$500.00 | | blue tape, etc. | | \$500 | \$500.00 | \$412.37 |
| At Con Tips | \$600.00 | | | | | | \$0.00 |
| Internet | \$0.00 | | Westin Bill: PSAV - comped in contract | | | | \$0.00 |
| Cell Phones | \$300.00 | | | | | | |
| VOIP Phones | \$100.00 | | | | | | |
| First Aid | \$200.00 | | supplies | | \$500 | \$200.00 | \$0.00 |
| Radios | \$2,500.00 | | Rental / Shipping only. Breakage would be from | | \$2,250 | \$2,500.00 | \$2,215.00 |
| Network Infrastructure | \$200.00 | | master contingency | | \$200 | \$200.00 | \$400.00 |
| "Rope" and Stanchion | | | cables/ties/etc | | \$0 | | \$0.00 |
| Overnight Coffee | \$300.00 | | Starbucks gift cards | | | | \$0.00 |
| - Logistics | | | | | | | |
| Food | \$750.00 | | | | \$500 | \$500.00 | \$754.64 |
| Gas/tolls | \$300.00 | | | | \$300 | \$300.00 | \$155.00 |
| Truck rental | \$2,000.00 | | | | \$1,200 | \$1,200.00 | \$1,700.61 |
| Labor Ready | \$0.00 | | 32 man hours at \$25/hour. haven't used for last 5 | | \$800 | \$800.00 | \$0.00 |
| - The Watch | | | | | | | |
| Watch Supplies | \$100.00 | | | | \$500 | \$200.00 | \$0.00 |
| - Sign Shop | | | | | | | |
| Toner | \$150.00 | | back to sign shop | | \$150 | \$150.00 | \$102.38 |
| Sign Shop Supplies | \$200.00 | | includes paper for ops - wasn't spent in A18 | | \$500 | \$500.00 | \$222.71 |
| Programming | | | \$1,950 | | \$1,000.00 | \$1,250.00 | \$860.16 |
| Admin | \$100.00 | | | | \$100 | \$100.00 | \$0.00 |
| At Con Tips | \$250.00 | | | | | | \$0.00 |
| Token Speaking Fees | \$100.00 | | \$1 to \$10 per person if contract required | | \$100 | \$100.00 | \$0.00 |
| AV | | | | | \$0 | \$0.00 | \$0.00 |
| Nexus (Ops) | \$500.00 | | Labels, Packets, Table Tents, Etc. | | \$500 | \$500.00 | \$255.00 |
| Internet | | | comped in A19 contract | | | | |
| Thank You's | \$100.00 | | postage for mailing | | \$100 | \$100.00 | \$0.00 |
| Workshop Supplies | \$300.00 | | | | \$200 | \$300.00 | \$55.79 |
| Pre-Con Food | \$150.00 | | for work sessions | | | \$150.00 | \$155.62 |
| Filk: Tea Service | \$450.00 | | Westin Bill: 3 events at \$150ea | | | | \$393.75 |
| Publications | | | \$13,900 | | \$12,900.00 | \$12,000.00 | \$13,516.00 |
| Family Friendly Guide | \$250.00 | | Assume: printed by Rick? | | \$250 | \$250.00 | \$0.00 |
| Pocket Program | \$5,000.00 | | may require larger page count and more expensive binding method | | \$4,600 | \$5,000.00 | \$0.00 |
| Souvenir Book | \$5,000.00 | | | | \$5,300 | \$5,000.00 | \$0.00 |
| Program Grid | \$600.00 | | | | \$550 | \$600.00 | \$0.00 |
| Restaurant Guide | \$800.00 | | | | \$700 | \$800.00 | \$0.00 |
| Guidebook (mobile app) | \$2,000.00 | | on recommendation of Publications | | \$1,500 | | \$0.00 |
| Kon Opas | | | not for A'19 | | | \$100.00 | \$0.00 |
| Events Guide (paper pub) | \$250.00 | | | | | \$250.00 | \$0.00 |
| Publications (not broken out) | | | | | | | \$13,516.00 |
| Registration | | | \$11,565 | | \$9,765.00 | \$9,865.00 | \$9,556.74 |
| Admin | \$100.00 | | | | \$250 | \$250.00 | \$0.00 |
| At Con Tips | \$200.00 | | | | | | \$0.00 |
| Civet License Fee | \$4,000.00 | | | | \$4,000 | \$4,000.00 | \$4,000.00 |
| Workstations | \$0.00 | | Corporate Expense | | \$0 | \$0.00 | \$0.00 |
| Printer supplies | \$0.00 | | No more paper printing | | \$300 | \$0.00 | \$182.37 |
| Badge stock | \$2,265.00 | | 5500 blanks @ \$0.40/ea + \$65 shipping | | \$2,065 | \$2,265.00 | \$1,860.00 |
| Badge clips | \$300.00 | | 3000 nylon badge clips @ \$0.10ea (2100+ on hand) | | \$300 | \$300.00 | \$450.00 |
| Forms | \$0.00 | | No more paper forms. | | \$0 | \$0.00 | \$0.00 |
| Badge Printer Rental | \$2,200.00 | | | | \$2,000.00 | \$2,000.00 | \$2,162.25 |
| Badge Printer Supplies | \$400.00 | | | | \$350.00 | \$400.00 | \$0.00 |
| Civet Consultant | \$900.00 | | On-call fee | | \$500.00 | \$650.00 | \$902.12 |
| Internet (High Speed) | \$1,200.00 | | Westin: PSAV 1 day of high speed | | | | \$3,600.00 |
| Internet (Standard) | Contract | | Westin: Standard internet is in the contract | | | | \$0.00 |
| Staff Services | | | \$18,110 | | \$23,700.00 | \$22,502.00 | \$18,722.74 |
| Admin | \$50.00 | | | | \$50 | \$50.00 | \$0.00 |
| At Con Tips | \$550.00 | | | | | | \$0.00 |
| Volunteer Rewards | \$1,300.00 | | water bottles from 4Promos | | \$1,300 | \$1,300.00 | \$1,346.08 |
| Volunteer T- Shirt | \$4,000.00 | | | | \$4,000 | \$4,000.00 | \$3,140.46 |
| SpacePilot | | | A'17 Actual: \$7365 (11 rooms, 3.5nights/room) | | \$6,000 | \$6,272.00 | \$0.00 |
| Part A - Westin | \$1,560.00 | | 2 access rooms for 4 nights | | | | \$0.00 |
| Part A - Aloft | \$3,800.00 | | 20 room nights at Aloft \$180 | | | | \$4,085.97 |
| Space Pilot Part B | \$3,600.00 | | 45 nights at \$80 credit | | \$6,000 | \$3,780.00 | \$4,009.17 |
| Team HQ Lounge | \$150.00 | | | | \$150 | \$150.00 | \$0.00 |
| Internet | | | | | | | \$400.00 |
| Vol. Lounge - food | | | This is moving to food budget | | \$500 | \$500.00 | \$0.00 |
| Duck Hunt | \$400.00 | | | | \$400 | \$400.00 | \$349.01 |
| Furniture Rental | \$350.00 | | | | \$350.00 | \$350.00 | \$0.00 |
| Arisia Socials | \$750.00 | | Social events held pre-con | | \$750 | \$750.00 | \$0.00 |
| Training | | | BARCC is paid by the Corporation | | \$0 | \$0.00 | \$0.00 |
| Ribbons | | | Moved to Member Svc | | \$2,000 | \$2,000.00 | \$1,853.95 |
| Thursday night event | \$1,600.00 | | pizza | | \$1,500 | \$2,250.00 | \$2,388.58 |
| - Massage Den | | | | | | | \$0.00 |
| Supplies | | | replace old stock totally | | \$300 | \$300.00 | \$0.00 |
| Sheet Rental | | | | | \$400 | \$400.00 | \$225.00 |
| Massage suite | | | Massage Suite | | | | comped 1750 |
| Storage Room | | | king room 5 nights | | | | \$764.52 |
| Furniture Storage | | | Westin: hotel bill | | | | \$160.00 |

| | | | | | | | | |
|-------------------------------------|--|--------------|-----------------|--|--|--------------------|--------------------|--------------------|
| Tech | | | \$19,100 | | | \$16,250.00 | \$16,650.00 | \$11,214.16 |
| Admin | | \$50.00 | | contingency (breakage) should be from master contingency | | \$50 | \$50.00 | \$232.96 |
| At Con Tips | | \$500.00 | | | | | | \$0.00 |
| Tech Suite | | COMPED | | Westin Bill | | | | \$0.00 |
| Scaffolding | | \$600.00 | | might get \$200 rebate/deposit. | | \$800 | \$800.00 | \$607.76 |
| ClearComm | | | | | | \$250 | \$250.00 | \$0.00 |
| Food | | \$400.00 | | | | \$300 | \$400.00 | \$401.47 |
| Lighting & Truss Rental (ALPS) | | \$5,500.00 | | rent truss and all lighting equipment | | \$4,500 | \$5,000.00 | \$5,500.20 |
| Grand Ballroom Truss (PSAV) | | \$6,500.00 | | Westin: PSAV | | \$6,000 | \$6,000.00 | \$0.00 |
| Grand Ballroom Power | | \$2,000.00 | | Westin: PSAV | | | | |
| ALPS delivery fee contingency | | | | delivery is now in the rental fee | | \$500 | \$500.00 | \$0.00 |
| Sound | | \$1,000.00 | | "rentals" for sound equipment loan | | \$1,000 | \$1,000.00 | \$1,000.00 |
| Video | | | | | | | | \$420.10 |
| Supplies | | \$300.00 | | gaff/cordage/expandables | | \$300 | \$300.00 | \$637.74 |
| Internet | | | | | | | | \$400.00 |
| Video Projector Rental (Main Tent) | | \$2,000.00 | | 2x 5k | | \$1,500 | \$1,500.00 | \$0.00 |
| Video Projector Rental (Program AV) | | | | we now own - was capital equipment | | \$500 | \$0.00 | \$1,965.00 |
| Video Staging Rental | | | | we now own - was capital equipment | | \$200 | \$500.00 | \$0.00 |
| Tech Shipping | | \$250.00 | | Arisia TV server etc. from West Coast etc. | | \$350 | \$350.00 | \$48.93 |
| Treasurer | | | \$7,088 | | | \$6,225.00 | \$6,225.00 | \$3,959.63 |
| Admin | | \$200.00 | | toner, checks, stamps, etc. | | \$200 | \$200.00 | \$0.00 |
| Bank Fees | | \$200.00 | | | | \$25 | \$25.00 | \$0.00 |
| Credit card and paypal fees | | \$6,000.00 | | | | \$6,000 | \$6,000.00 | \$3,003.98 |
| Hotel Space | | \$688.00 | | King room for 4 nights | | | | \$955.65 |
| | | | | | | | | \$0.00 |
| Youth Services | | | \$10,545 | | | \$6,150.00 | \$6,050.00 | \$6,292.85 |
| Admin / Miscellaneous | | \$50.00 | | | | \$50 | \$50.00 | \$0.00 |
| Tips | | \$1,000.00 | | Kelly: my tips spreadsheet says \$400 for youth? Jae | | | | |
| Fast Track supplies | | \$200.00 | | | | \$150 | \$200.00 | \$214.93 |
| Babysitter payroll | | \$5,500.00 | | | | \$5,200 | \$5,200.00 | \$5,288.00 |
| Babysitting supplies and snacks | | \$300.00 | | | | \$300 | \$300.00 | |
| Babysitting non-consumables | | \$300.00 | | Speakers, Toys, Replace broken Pack n Play. Corp expense | | \$150 | | \$570.63 |
| Teen Lounge supplies | | \$100.00 | | | | \$100 | \$100.00 | \$19.29 |
| Teen Lounge snacks | | \$200.00 | | | | \$200 | \$200.00 | \$200.00 |
| Teen Lounge Furniture Removal | | \$100.00 | | Westin Bill | | | | \$160.00 |
| Teen Lounge Furniture Storage Room | | \$860.00 | | Westin Bill | | | | \$764.52 |
| Teen Lounge Suite | | comped | | Westin Bill | | | | \$0.00 |
| Turtle Track Suite | | comped | | Westin Bill | | | | \$0.00 |
| Double room | | \$975.00 | | Westin Bill | | | | \$648.93 |
| Turtle Track Furniture Removal | | \$100.00 | | Westin Bill | | | | \$160.00 |
| Turtle Track Furniture Storage Room | | \$860.00 | | Westin Bill | | | | \$764.52 |
| Total Income | | | | | | | | |
| Total Expenses | | \$185,038.90 | | | | \$173,787.92 | \$182,058.50 | \$159,359.37 |
| Net | | | | | | | | |

| area/for | wed- | thu- | fri-westin | sat-westin | sun- | mon- | tue- | thu- | fri- | sat- | sun- | mon- | room night count in | of which doubles | budgeted number | budget notes | comp strategy |
|----------------------------------|------|-------|------------|------------|------------|------|------|------|------|------|------|------|---------------------|------------------|-----------------|---|--|
| ss-space pilot | | d | dx3 | dx3 | dx3 | d | | | | | | | 8 | | 8 | \$1,560.00 2 doubles for 4 nights at 195 | |
| ss-space pilot | | | | | | | | dx3 | dx12 | dx12 | dx12 | d | 28 | | | \$3,800.00 28 room nights at 180 | |
| Goh-author | ? | k | k | k | k | k | ? | | | | | | 5 | | | \$860.00 1 king for 5 nights at 172 | |
| Goh-author | ? | d | d | d | d | d | ? | | | | | | 5 | 5 | 5 | \$975.00 1 double for 5 nights at 195 | |
| Goh-artist | ? | k | k | k | k | k | ? | | | | | | 5 | 5 | 5 | \$975.00 1 double for 5 nights at 195 | |
| Goh-fan | ? | kx2 | kx2 | kx2 | kx2 | kx2 | ? | | | | | | 10 | | | \$1,720.00 2 kings for 5 nights at 172 | |
| CBS-judges | | | | | | | | | d | d | d | | | | | 0 not budgeted | |
| CBS-winners | | | | | | | | | d | d | d | | | | | 0 not budgeted | |
| CBS-con or bust | | | d | d | d | | | | | | | | 6 | | | \$1,032.00 2 kings for 3 nights at 172 | |
| Goh-band | | | dx2 | | | | | | | | | | | | | \$0.00 not budgeted | |
| ms-quiet room | | | no bed | no bed | no bed | | | | | | | | | | | \$0.00 not budgeted yet | Comped Suite 4 |
| ms-massage den | | | no bed + d | no bed + d | no bed + d | | | | | | | | | | | \$0.00 not budgeted | |
| food-staff den | | suite | suite | suite | suite | | | | | | | | | | COMPED | | per contract |
| staff den furniture | | kx2 | kx2 | kx2 | kx2 | kx2 | | | | | | | 10 | | | \$1,720.00 2 kings for 5 nights at 172 | |
| ms-teen lounge | | suite | suite | suite | suite | | | | | | | | | | comped | | Comped Suite 5 |
| child-babysitting | | | suite+1 | suite+1 | suite+1 | | | | | | | | 5 | 5 | 5 | \$975.00 1 double on budget, king + parlor | Comped Suite 6 |
| treasury | | K | K | K | K | K | | | | | | | 5 | | | \$688.00 1 king for 5 nights, but budgeted at | |
| E-Gaming team | | | dd | dd | dd | | | | | | | | 3 | 3 | 3 | \$585.00 1 double for 3 nights at 195 | |
| Conchair suite | | | | | | | | | | | | | | | | | discretionary |
| Events-DJ | | | | | | | | | | | | | 3 | | | \$516.00 1 king for 3 nights at 172 | |
| tech suite | | | | | | | | | | | | | | | COMPED | | per contract |
| Safe Space for Arisians of Color | | | | | | | | | | | | | | | | \$516.00 1 king for 3 nights | Would use a suite comp if one were available |
| babysitting furniture storage | | k | k | k | k | k | | | | | | | 5 | | | \$860.00 1 king for 5 nights at 172 | |
| teen lounge furniture storage | | k | k | k | k | k | | | | | | | | | | not budgeted yet | |
| westin 1/45 comps | | | | | | | | | | | | | 50 | 26 | 9198 | | |
| aloft comps | | | | | | | | | | | | | 5 | 5 | 900 | | |