

FREEZERBURN 2017 FINANCIALS

As at Nov 29/17

Income

| | <u># of people</u> | <u>\$85-170/ticket</u> |
|-------------------------------|--------------------|------------------------|
| Ticket sales - Calgary | 314 | \$ 53,380.00 |
| Ticket sales - Edmonton | 152 | \$ 25,840.00 |
| Ticket sales - BPT | 290 | \$ 49,300.00 |
| Ticket sales - PayPal | 73 | \$ 12,410.00 |
| Ticket sales - Direct Sales | 16 | \$ 2,720.00 |
| Low Income Ticket sales - BPT | 29 | \$ 2,465.00 |
| Gate Re-Entry | | \$ 560.00 |
| Total Income | 874 | \$ 146,675.00 |

Expenses

| | <u># of people</u> | <u>\$10/night</u> |
|-------------------------|--------------------|-------------------|
| Ticket Sales - 4 nights | 874 | \$ 36,708.00 |
| Early Entry - Tue night | 15 | \$ 157.50 |
| Early Entry - Wed night | 127 | \$ 1,333.50 |
| Late Stay - Mon night | 11 | \$ 115.50 |
| Pre Weekend | 7 | \$ 73.50 |
| Venue | | \$ 38,388.00 |

| | <u>Actual Spent</u> |
|-------------------|---------------------|
| Ticket Fees | \$ 76.52 |
| Bank Fees | \$ 198.31 |
| Townhall | \$ 182.07 |
| County Permit | \$ - |
| Tickets & Postage | \$ 2,863.50 |
| Insurance | \$ 2,350.00 |
| Portapotties | \$ 6,562.50 |
| Radios | \$ 1,284.26 |
| Security | \$ 6,405.00 |
| Legal | \$ - |
| Producers | \$ 30.00 |
| ARTery | \$ 43.05 |
| Media | \$ - |
| DPW | \$ 7,053.11 |
| Gate | \$ 251.35 |
| Greeters | \$ 178.47 |
| First Response | \$ 333.71 |
| EMT | \$ 10,080.00 |
| Golf Carts | \$ 1,365.00 |
| Temple | \$ 4,846.96 |
| Effigy | \$ 3,513.10 |
| DMV | \$ 142.28 |
| Fire Safety | \$ 1,850.75 |

| | | |
|---|-----------|-------------------|
| Ceremonial Production | \$ | - |
| Fireworks | \$ | 1,498.41 |
| Volunteer Support | \$ | 148.24 |
| Leave No Trace | \$ | - |
| Light Posts | \$ | 3,992.47 |
| Swag | \$ | 2,842.86 |
| Volunteer Appreciation Party | \$ | 206.91 |
| | \$ | <u>58,298.83</u> |
| WWW | \$ | 1,898.40 |
| Survival Guide | \$ | 2,362.50 |
| Stickers | \$ | 682.50 |
| Wristbands | \$ | 390.37 |
| Participant package | \$ | <u>5,333.77</u> |
| Contingency | \$ | - |
| Expenses prior to Grants | \$ | 102,020.60 |
| Art Grants | \$ | 24,590.84 |
| Total Expenses | \$ | 126,611.44 |
| 5% Donation to a Burners Without Borders | \$ | 1,000.00 |
| 5% Donation to Ponoka Old MacDonald Kennels | \$ | 1,000.00 |
| Surplus | \$ | 18,063.56 |

FREEZERBURN 2017 Actual compared to Budget

As at November 29, 2017

| Income | 2017 BUDGET | | Budget | Variance Amount | Variance % |
|-----------------------------|-------------|----------------------|-------------|-----------------------|---------------|
| | # of people | \$85-170/ticket | | | |
| Ticket sales - Calgary | 314 | \$ 53,380.00 | 314 | \$ 53,380.00 | |
| Ticket sales - Edmonton | 152 | \$ 25,840.00 | 152 | \$ 25,840.00 | |
| Ticket sales - BPT | 290 | \$ 49,300.00 | 484 | \$ 82,280.00 | |
| Ticket sales - PayPal | 73 | \$ 12,410.00 | 0 | \$ - | |
| Ticket sales - Direct Sales | 16 | \$ 2,720.00 | | | |
| Low Income Ticket sales | 29 | \$ 2,465.00 | 50 | \$ 4,250.00 | |
| Gate Re-Entry | | \$ 560.00 | | \$ - | |
| Grant Money Donation | | \$ - | | \$ - | |
| Total Income | 874 | \$ 146,675.00 | 1000 | \$ (19,075.00) | (11.5) |

| Expenses | # of people | \$10.50/night | | | |
|-------------------------|-------------|---------------|-------|--------------|----------------------|
| Ticket Sales - 4 nights | 874 | \$ 36,708.00 | 1,000 | \$ 42,000.00 | |
| Early Entry - Wed night | 127 | \$ 1,333.50 | 150 | \$ 1,575.00 | |
| Early Entry - Tue night | 15 | \$ 157.50 | 20 | \$ 210.00 | |
| Late Stay - Mon night | 11 | \$ 115.50 | 10 | \$ 105.00 | |
| Pre Weekend | 7 | \$ 73.50 | 20 | \$ 210.00 | |
| Venue | | \$ 38,388.00 | | \$ 44,100.00 | \$ (5,712.00) (13.0) |

| | | Budget | Variance Amount | Variance % | Explain over 20% |
|---------------------------|-----------|-----------|-----------------|------------|---|
| Ticket Fees | \$ 77 | \$ 200 | \$ (123.48) | (61.7) | Less people used PayPal then anticipated |
| Bank Fees | \$ 198 | \$ 200 | \$ (1.69) | (0.8) | |
| Townhall | \$ 182 | \$ 500 | \$ (317.93) | (63.6) | EDM rental was free |
| County Permit | \$ - | \$ 1,000 | \$ (1,000.00) | (100.0) | County choose not to charge us this year |
| Tickets & Postage | \$ 2,864 | \$ 4,250 | \$ (1,386.50) | (32.6) | Not as many packages to mail as budgeted for |
| Insurance | \$ 2,350 | \$ 3,000 | \$ (650.00) | (21.7) | price came in under budget |
| Portapotties | \$ 6,563 | \$ 6,600 | \$ (37.50) | (0.6) | |
| Lawyer | \$ - | \$ 500 | \$ (500.00) | (100.0) | Did not need a lawyer this year |
| Radios | \$ 1,284 | \$ 1,600 | \$ (315.74) | (19.7) | |
| Security | \$ 6,405 | \$ 13,000 | \$ (6,595.00) | (50.7) | Very rough estimate was used, costs came in well below |
| Producers | \$ 30 | \$ 400 | \$ (370.00) | (92.5) | low costs incurred |
| Media | \$ - | \$ 250 | \$ (250.00) | (100.0) | re-used supplies from last year |
| DPW | \$ 7,053 | \$ 5,100 | \$ 1,953.08 | 38.3 | |
| Crane | 600 | 1000 | (400.00) | (40.0) | Only needed it for the effigy, budgeted for temple as well |
| Generators | 1246.99 | 1000 | 246.99 | 24.7 | used a different company that cost more |
| Fuel | 120.74 | 150 | (29.26) | (19.5) | |
| Pathway lights | 403.2 | 500 | (96.80) | (19.4) | |
| Carports | 3530.37 | 1000 | 2,530.37 | 253.0 | Costs for carports came in higher then expected and boxes where built to store them |
| Signage/placement/parking | 606.38 | 900 | (293.62) | (32.6) | No costs came in for parking / street signs cost came in low |
| Transportation/extras | 545.4 | 350 | 195.40 | 55.8 | No costs for transportation came in but lots of extra misc DPW needs like rope & TP |
| Pathway improvement | 0 | 200 | (200.00) | (100.0) | No improvements done this year |
| Light posts | \$ 3,992 | \$ 4,000 | \$ (7.53) | (0.2) | |
| Gate | \$ 251 | \$ 300 | \$ (48.65) | (16.2) | |
| Greeters | \$ 178 | \$ 200 | \$ (21.53) | (10.8) | |
| First Response | \$ 334 | \$ 1,150 | \$ (816.29) | (71.0) | no Sanctuary training was paid out, & low costs incurred |
| Sanctuary | | \$ 550 | | | |
| Rangers | | \$ 250 | | | |
| First Aid | | \$ 250 | | | |
| Oracle | | \$ 100 | | | |
| EMT | \$ 10,080 | \$ 10,000 | \$ 80.00 | 0.8 | |
| Golf Carts | \$ 1,365 | \$ 1,300 | \$ 65.00 | 5.0 | |
| Temple | \$ 4,847 | \$ 5,000 | \$ (153.04) | (3.1) | Costs to ignite under fire expenses |
| Effigy | \$ 3,513 | \$ 5,000 | \$ (1,486.90) | (29.7) | Costs to ignite under fire expenses |
| DMV | \$ 142 | \$ 250 | \$ (107.72) | (43.1) | low costs incurred |
| Fire Safety | \$ 1,851 | \$ 1,400 | \$ 450.75 | 32.2 | Includes costs to ignite temple & effigy & ceremonies |
| Sound Marshal | \$ - | \$ 100 | \$ (100.00) | (100.0) | No costs incurred |

| | | Budget | Variance Amount | Variance % | <u>Explain over 20%</u> |
|------------------------------|----------------------|----------------------|-----------------|------------|--|
| Ceremonial Production | | \$ 500 | \$ (500.00) | (100.0) | Costs are included under fire expenses |
| Fireworks | \$ 1,498 | \$ 1,800 | \$ (301.59) | (16.8) | |
| Volunteer Support | \$ 148 | \$ 150 | \$ (1.76) | (1.2) | |
| Leave No Trace | \$ - | \$ 100 | \$ (100.00) | (100.0) | No costs incurred |
| ARTery | \$ 43 | \$ 250 | \$ (206.95) | (82.8) | low costs incurred |
| Swag | \$ 2,843 | \$ 3,000 | \$ (157.14) | (5.2) | |
| Volunteer Appreciation Party | \$ 207 | \$ 250 | \$ (43.09) | (17.2) | |
| | <u>\$ 58,298.80</u> | <u>\$ 71,350.00</u> | | | |
| WWW | \$ 1,898 | \$ 2,500 | \$ (601.60) | (24.1) | Used different printing company |
| Survival Guide | \$ 2,363 | \$ 2,360 | \$ 2.50 | 0.1 | |
| Stickers | \$ 683 | \$ 700 | \$ (17.50) | (2.5) | |
| Wristbands | \$ 390 | \$ 600 | \$ (209.60) | (34.9) | costs came in less then budgeted for |
| Participant package | <u>\$ 5,333.80</u> | <u>\$ 6,160.00</u> | | | |
| Expenses prior to Grants | \$ 102,020.60 | \$ 121,610.00 | \$ (19,589.40) | (16.1) | |
| Art Grants | \$ 24,591 | \$ 26,600.00 | \$ (2,009.16) | (7.6) | |
| 5% Contingency | | \$ 6,080.50 | \$ (6,080.50) | (100.0) | |
| Total Expenses | \$ 126,611.44 | \$ 154,290.50 | | | |
| 10% Donation | \$ 2,000.00 | \$ 1,145.95 | \$ 854.05 | 74.5 | |
| Surplus | \$ 18,063.56 | \$ 10,313.55 | \$ 7,750.01 | 75.1 | |