

CCNA XXXII Budget Projections

REVENUE			Actual
<b>Registration</b>	Projected Qty	Price	
Early Bird	160 - 180 - 210 - 235 - 255	\$40.00	\$4,360.00
Pre-Reg	325 - 360 - 425 - 475 - 510	\$50.00	\$14,250.00
Advance	65 - 70 - 85 - 95 - 100	\$60.00	\$3,240.00
Discounted Packages			\$1,500.00
Onsite	95 - 105 - 125 - 140 - 150	\$60.00	\$6,290.00
NC Contributions			\$2,993.55
Processing Markup			\$1,538.39
<b>Total</b>	<b>650 - 725 - 850</b>		<b>\$34,171.94</b>
<b>Events prior to Convention</b>	Projected	Actual	
<b>Raffle - Lucky Square</b>			<b>\$725.00</b>
<b>Convention Events</b>	Projected	Price	
Banquet			\$22,390.00
Brunch			\$6,805.00
Comedy	325 - 360 - 425 - 475 - 510	\$20.00	\$6,790.00
Fri Showcase	65 - 70 - 85 - 95 - 100	\$10.00	\$420.00
Sat Dance	95 - 105 - 125 - 140 - 150	\$15.00	\$4,260.00
Concession			\$1,102.40
Auction			\$3,515.00
Raffle			\$2,295.00
			<b>\$47,577.40</b>
<b>Merchandise</b>	Projected		
CCNA XXXIII Merchandise	10,000 - 12000 - 13000	15 % of sales	\$5,582.00
CCNA XXXIII Speaker Package Sales	50X5 - 25X40	100X5 - 40X40	\$1,193.00
Online mp3 Sales (CCNA XXXII and prior)			\$115.00
			<b>\$6,890.00</b>

<b>Richmond Tourism</b>		<b>\$12,800.00</b>
<b>Hotel Rebates</b>	300 X 5.00	<b>\$2,595.01</b>
<b>PWG/LWG Meeting/Planning Credits</b>		<b>\$174.09</b>
<b>GST Input Tax Credits</b>		<b>\$1,611.88</b>
	<b>Total Revenue:</b>	<b>\$106,545.32</b>

## EXPENSES

<b>Administration</b>	<b>Projected</b>	<b>Actual</b>
P.O. Box		\$0.00
Stripe / Processing Fees		\$1,329.95
Bank Surcharges		\$269.27
Zoom		\$324.19
POS System		\$14.22
Computer, Mouse and SSD		\$558.88
Backup Software		\$58.98
Cash Box		\$68.99
Barcode Scanner		\$41.39
Printer		\$376.86
Ink		\$114.38
Ticket Prints/Registration Badges/Punch Cards - Concession		\$308.91
CCNA Logo Graphic		\$36.75
Marker Stamps / Raffle Tickets		\$25.75
Mail		\$113.20
		<b>\$3,641.72</b>

**PWG/LWG - Meeting/Planning**

Venue Room Rental / Per-Diem

**\$955.21**

**Registration**

Projected

Actual

Basic Registration Packages

\$10.00

\$7,000.00

Early & Pre-reg Item

\$2.00

\$1,000.00

**\$8,000.00**

**Events**

Banquet tickets                      Anticipated \$97.88/item

231

\$22,610.52

Brunch tickets                      Anticipated \$50.80/item

176

\$8,940.62

Friday Night Show

\$0.00

Sat Dance

\$1,254.75

Comedy Show

\$972.00

Auction

\$280.00

Raffle Prizes

\$0.00

Cleantime Countown - Basic Text Giveaway

\$358.80

**\$34,416.69**

**Programming**

Projected

Actual

On Site Program

\$0.10 each

\$0.00

Speaker Travel

\$0.00

Banquet/Brunch Speaker

\$0.00

Hotel Accomodations

\$0.00

Meeting Packages/Format

\$0.00

**\$0.00**

**Convention Information**

Projected

Actual

Registration Flyers

1000 X .50 each

\$0.00

Postage

\$0.00

Banners & Signage

\$538.45

Table Settings

\$120.00

Audio/Video

\$10,432.00

Socan Fee

\$94.62

Radios / Walkie-Talkies			\$190.39
Concession			\$1,118.25
			<b>\$12,493.71</b>
<b>Insurance</b>			<b>\$435.00</b>
<b>Merchandise</b>	Projected	Actual	
Banquet Exchange			\$282.24
Speaker Gifts			\$235.16
			<b>\$517.40</b>
<b>Various</b>			
Logo Winner			\$12.00
Hotel Space Rental			\$5,118.75
			<b>\$5,130.75</b>
<b>GST (5%)</b>			<b>\$3,511.36</b>
<b>Cash Outage</b>			<b>\$43.28</b>
		<b>Total Expenses:</b>	<b>\$69,145.12</b>
		<b>Total Surplus:</b>	<b>\$37,400.20</b>