

## FINANCIAL COMPARISON - YEARS 2013-2018 - IN PESOS

	2018	2017	2016	2015	2014	2013
<b><u>REVENUE - Donations &amp; Other Revenue</u></b>						
Austin, Gregg & Sharon Brown - Donatinos & Gifts for re-sale	33,250	68,850	174,880	326,640	189,650	88,112
Beach Volleyball Association and SOB Family Trust	203,500	160,000	-	-	37,410	110,880
Rice and Beans Donations via Sailfest	23,485					
Scholarship Donations via Sailfest	58,250					
General	83,967	39,900	23,519	68,322	58,147	18,269
Jane Fiala - In Memory of Patty Krepelka	475,000	500,000	462,500	362,500	258,000	123,200
Margaret Reed - Chick Party Hats	11,800	4,130	6,000	5,500	3,400	-
Pete Boyce Foundation	93,000	100,000	92,500	72,500	64,500	61,750
Rocky Mtn House, Alberta	14,500	10,000	10,465	-	12,000	12,000
Jack Levine	18,500					
The Bellack Foundation	93,000	100,000	92,500	72,500	64,500	61,750
Auction Events	180,215	175,870	187,410	130,090	126,340	112,100
Chili Cook-off/Street Fair	18,522	21,970	18,920	22,430	20,000	16,780
Benefit Concerts	90,210	66,485	26,500	56,840	51,710	52,500
Gala Dinner	33,200	18,550	26,250	-	-	-
Raffle Tickets & Events	54,440	152,440	63,960	45,570	33,820	26,210
Sail Events - Pursuit race, rally, parade, custom cruises, etc.	532,400	283,950	110,000	117,450	93,128	83,000
Sales - Beer Cozy's	13,850	12,500	11,850	10,900	14,550	10,525
Misc Items Sold (Burgees, Tote Bags, Bling, CD's, Paper weights, etc	4,700	580	1,941	-	500	600
Hats	11,600	9,300	10,850	7,550	10,820	7,400
T-shirts	78,000	59,400	41,700	55,110	48,800	42,560
Tank Tops - Ladies	68,750	42,200	37,350	22,200	14,400	-
Wrap-up BBQ	1,155	3,500	11,200	6,500	7,900	6,400
<b>Total Revenue</b>	<b>2,195,294</b>	<b>1,829,625</b>	<b>1,410,295</b>	<b>1,382,602</b>	<b>1,109,575</b>	<b>834,036</b>
	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>
<b><u>COST OF SALES AND EXPENSES ASSOCIATED WITH OTHER REVENUE</u></b>						
Beer Cozies, burgees, totes, bling, Aprons, & Misc	9,950	5,320	4,850	2,905	5,500	2,950
Gala Dinner - Cost of meals & misc. expenses	20,750	9,000	12,000	-	-	-
Hats	7,000	7,000	6,000	6,000	6,000	4,237
Kids' Beach Day expenses			-	2,450	1,635	176
Live Auction - Lighting and chairs	10,250	1,255	3,000	2,369	500	-
Cruiser Events boarding lanchas & misc. expenses	30,000	15,000	4,075	6,860	2,800	600
Sound System & Expenses- Benefit Concerts	30,857	9,138	9,000	11,000	11,000	4,000
Silent Auction & Chili Cook-off-Tables & Supplies	263	655	6,315	2,841	4,710	700
T-Shirts	38,253	35,900	25,250	27,125	32,071	15,243
Tank Tops - Ladies		28,682	22,405	2,011	-	-
Welcome Party-Expresión Inmune	6,000	6,000	5,000	-	-	-
School Visit Transportation Expenses	1,500					
Wrap-up B-B-Q - Food costs including guests	800		2,000	3,300	2,650	1,600
<b>Total C.O.S. &amp; Exp. associated with other revenue</b>	<b>155,623</b>	<b>117,950</b>	<b>99,895</b>	<b>66,861</b>	<b>66,866</b>	<b>29,506</b>
	<u>7.09%</u>	<u>6.45%</u>	<u>7.08%</u>	<u>4.84%</u>	<u>6.03%</u>	<u>3.54%</u>
<b><u>OVERHEAD EXPENSES</u></b>						
Printing & Publicity & Misc.	5,358	10615	1,426	15,999	15,450	10,026
<b>Total Overhead Expenses</b>	<b>5,358</b>	<b>10,615</b>	<b>1,426</b>	<b>15,999</b>	<b>15,450</b>	<b>10,026</b>
	<u>0.24%</u>	<u>0.58%</u>	<u>0.10%</u>	<u>1.16%</u>	<u>1.39%</u>	<u>1.20%</u>
<b><u>SAILFEST NET INCOME</u></b>						
	<b>2,034,313</b>	<b>1,701,060</b>	<b>1,308,974</b>	<b>1,299,742</b>	<b>1,027,259</b>	<b>794,504</b>
	<u>92.67%</u>	<u>92.97%</u>	<u>92.82%</u>	<u>94.01%</u>	<u>92.58%</u>	<u>95.26%</u>