

FINANCIAL COMPARISON - YEARS 2017-2019 - IN PESOS

	<u>2019</u>	<u>2018</u>	<u>2017</u>
<u>REVENUE - Donations & Other Revenue</u>			
Austin, Gregg & Sharon Brown - Donatinos & Gifts for re-sale	78,356	33,250	68,850
Beach Volleyball Association and SOB Family Trust	0	203,500	160,000
Rice and Beans Donations via Sailfest	5,700	23,485	
Scholarship Donations via Sailfest	48,000	58,250	
General Donations	84,012	83,967	39,900
Jane Fiala - In Memory of Patty Krepelka	475,000	475,000	500,000
John Fletcher	100,000		
Ayuda, Inc.	19,000		
Jim Williams	20,000		
Margaret Reed	5,000	11,800	4,130
Pete Boyce Foundation	95,000	93,000	100,000
Rocky Mtn House, Alberta	14,000	14,500	10,000
Jack Levine	1,900	18,500	
The Bellack Foundation	95,000	93,000	100,000
Auction Events	269,465	180,215	175,870
Chili Cook-off/Street Fair	19,200	18,522	21,970
Benefit Concerts	100,490	90,210	66,485
Gala Dinner, Sailfest Brunch, & Wrap-up BBQ	142,550	34,355	22,050
Raffle Tickets & Events	7,600	54,440	152,440
Sail Events - Pursuit race, rally, parade, custom cruises, etc.	478,150	532,400	283,950
Misc Items Sold (Shirts, Hats, Cozys, Burgees, Tote Bags, Bling & Misc.)	168,350	176,900	123,980
Total Revenue	<u>2,226,773</u>	<u>2,195,294</u>	<u>1,829,625</u>
	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>
<u>COST OF SALES AND EXPENSES ASSOCIATED WITH OTHER REVENUE</u>			
Shirts, Hats, Beer Cozies, Burgees, Totes, Bling & Misc. items sold	92,691	55,203	76,902
Gala Dinner & Sailfest Brunch - Meals & misc. (Donated by City for 2019)	-	20,750	9,000
Event Exp - Food, Alcohol, Tables, Chairs, Supplies, & Misc	11,506	18,813	7,910
Cruiser Events boarding lanchas & misc. expenses	30,000	30,000	15,000
Sound System & Expenses- Benefit Concerts (Donated by City for 2019)	-	30,857	9,138
Total C.O.S. & Exp. associated with other revenue	<u>134,197</u>	<u>155,623</u>	<u>117,950</u>
	<u>6.03%</u>	<u>7.09%</u>	<u>6.45%</u>
<u>OVERHEAD EXPENSES</u>			
Printing & Publicity & Misc.	2,350	5,358	10,615
Total Overhead EXPenses	<u>2,350</u>	<u>5,358</u>	<u>10,615</u>
	<u>0.11%</u>	<u>0.24%</u>	<u>0.58%</u>
<u>SAILFEST NET INCOME</u>	<u>2,090,226</u>	<u>2,034,313</u>	<u>1,701,060</u>
	<u>93.87%</u>	<u>92.67%</u>	<u>92.97%</u>