CASH BUDGET Comparison

|               | KHE Plan Budget | KHE Projection w/VMC Support |  |
|---------------|-----------------|------------------------------|--|
| Cash Expenses | 14000           | 16000                        |  |
| Cash Income   | 21000           | 29000                        |  |
| Profit        | \$7,000         | \$13,000                     |  |

The difference makes the event worth the effort for our staff and volunteers.

## EARNED & IN-KIND INCOME PLAN KELLEY HOUSE EMPORIUM w/o support

| EARNED & IN-KIND<br>INCOME | UNIT    | RATE   | NO  | AMOUNT   | Restrictions and notes     |
|----------------------------|---------|--------|-----|----------|----------------------------|
|                            |         |        |     |          | Food, wine, auction items, |
| Sponsors In-kind           |         | Varies |     | \$5,000  | etc.                       |
| Community Sponsors         | 1       | 500    | 1   | \$500    |                            |
|                            |         |        |     |          | Several exisitng           |
| Local Merchants            | Booth   | 40     | 12  | \$480    | commitments                |
| Speakeasy                  | Ticket  | 25     | 130 | \$3,250  |                            |
|                            | Project |        |     |          |                            |
| Cocktails, Beer & Wine     | Est.    | 1500   | 1   | \$1,500  | Two days                   |
| Silent Auction: curated    |         |        |     |          |                            |
| items                      | Item    | ~200   | 50  | \$10,000 |                            |
| Silent auction: wine,      |         |        |     |          |                            |
| dining & other             | Item    | ~90    | 50  | \$4,500  |                            |
| Saturday Food sales        | Est.    | 1500   | 1   | \$1,000  |                            |
| TOTAL                      |         |        |     | \$26,230 |                            |

## EXPENSES PLAN KELLEY HOUSE EMPORIUM [w/o support]

| PERSONNEL        | UNIT    | RATE   | NUMBER | SUBTOTAL | NOTE             | TOTALS     |
|------------------|---------|--------|--------|----------|------------------|------------|
| Anne Cooper      | Hour    | 28     | 12     | 336      | Curator          | \$336.00   |
| Cindy Arch       | Hour    | 21     | 10     | 210      | Adminstration    | \$210.00   |
|                  |         |        |        |          | Publicity/soc    |            |
| Cindy Arch       | Hour    | 21     | 50     | 1050     | media            | \$1,050.00 |
| Cornelia         |         |        |        |          |                  |            |
| Reynolds         | Hour    | 40     | 60     | 2400     | Event manager    | \$2,400.00 |
| PERSONNEL        |         |        |        |          |                  |            |
| TOTAL            |         |        |        |          |                  | \$3,996.00 |
| SERVICES         |         |        |        |          |                  |            |
|                  |         |        |        |          |                  |            |
| Computer         |         |        |        |          |                  | •          |
| services         | Hour    | 45     | 10     | 450      | Contractor       | \$450.00   |
| Graphic design   | Hour    | 40     | 15     | 600      | Contractor       | \$600.00   |
| Crown Hall rent  | 3 day   | 1250   | 1      | 1250     |                  | \$1,250.00 |
|                  |         |        |        |          | Tables, seating, |            |
| Rental equipment | Project | 900    | 1      | 900      | decorations      | \$900.00   |
| Music            | Project | 900    | 1      | 900      |                  | \$900.00   |
| SERVICES         |         |        |        |          |                  |            |
| TOTAL            |         |        |        |          |                  | \$4,100.00 |
|                  |         |        |        |          |                  |            |
| MATERIALS        |         |        |        |          |                  |            |
| Print posters,   |         |        |        |          |                  |            |
| rack cards, etc. | Project | Varies | 1      | 1000     | Printing         | \$1,000.00 |

|                   |         |       |     |      | Photo prints,   |             |
|-------------------|---------|-------|-----|------|-----------------|-------------|
| Exhibit materials | Project | 600   | 1   | 600  |                 | \$600.00    |
| Wine & Alcohol    | Project | 850   | 1   | 850  |                 | \$850.00    |
| WITE & AICOTOL    | FIUJECI | 030   | 1   | 030  |                 | φ030.00     |
|                   |         |       |     |      | Complementary   |             |
| Food              | Project | 1900  | 1   | 1900 | Fri; sales Sat. | \$1,900.00  |
| Other purchases   | Project | 400   | 4   | 400  |                 | \$400.00    |
| Other purchases   | FIUJECI | 400   | 1   | 400  |                 |             |
| Auction items     | Project | 6000  | 1   | 6000 |                 | \$6,000.00  |
| MATERIALS         |         |       |     |      |                 |             |
| TOTAL             |         |       |     |      |                 | \$10,750.00 |
|                   |         |       |     |      |                 |             |
| TRAVEL            |         |       |     |      |                 |             |
| EXPENSES          |         |       |     |      |                 |             |
|                   |         |       |     |      | Picking up      |             |
| Personal mileage  | Mile    | 0.545 | 275 | 158  | donations       | \$158.00    |
| TRAVEL TOTAL      |         |       |     |      |                 | \$158.00    |
|                   |         |       |     |      |                 |             |
| TOTAL             |         |       |     |      |                 |             |
| EXPENSE           |         |       |     |      |                 | \$19,004.00 |

| EXPENSES                        |          |        |        |          |                                       |            |
|---------------------------------|----------|--------|--------|----------|---------------------------------------|------------|
| PERSONNEL                       | UNIT     | RATE   | NUMBER | SUBTOTAL | NOTE                                  | TOTALS     |
| Anne Cooper                     | Hour     | 28     | 12     | 336      | Curator                               | \$336.00   |
| Cindy Arch                      | Hour     | 21     | 10     | 210      | Adminstration                         | \$210.00   |
| Cindy Arch                      | Hour     | 21     | 30     | 630      | Publicity/soc media                   | \$630.00   |
| Cornelia Reynolds               | Hour     | 40     | 60     | 2400     | Event manager                         | \$2,400.00 |
| PERSONNEL TOTAL                 |          |        |        |          |                                       | \$3,576.00 |
| SERVICES                        |          |        |        |          |                                       |            |
| Computer services               | Hour     | 45     | 10     | 450      | Contractor                            | \$450.00   |
| Graphic design                  | Hour     | 40     | 15     | 600      | Contractor                            | \$600.00   |
| Publicity services              | Project  | 2500   | 1      | 2500     | OOT Publicity                         | \$2,500.00 |
| Crown Hall rent                 | 3 day    | 1250   | 1      | 1250     |                                       | \$1,250.00 |
| Rental equipment                | Project  | 900    | 1      | 900      | Food service,<br>decorations, seating | \$900.00   |
| Music                           | Project  | 900    | 1      | 900      |                                       | \$900.00   |
| SERVICES TOTAL                  | <u> </u> |        |        |          |                                       | \$6,600.00 |
| MATERIALS                       | <u> </u> |        |        |          |                                       |            |
| Print posters, rack cards, etc. | Project  | Varies | 1      | 925      | Printing                              | \$925.00   |

|                   |         |       |     |       | Photo prints, story  |             |
|-------------------|---------|-------|-----|-------|----------------------|-------------|
| Exhibit materials | Project | 600   | 1   | 600   | board labels         | \$600.00    |
| Wine & Alcohol    | Project | 850   | 1   | 850   |                      | \$850.00    |
|                   |         |       |     |       | Complementary Fri;   |             |
| Food              | Project | 1900  | 1   | 1900  | sales Sat.           | \$1,900.00  |
| Other purchases   | Project | 400   | 1   | 400   |                      | \$400.00    |
| Auction expenses  | Project |       |     | 6000  |                      | \$6,000.00  |
| MATERIALS TOTAL   |         |       |     |       |                      | \$10,675.00 |
|                   |         |       |     |       |                      |             |
| TRAVEL EXPENSES   |         |       |     |       |                      |             |
| Personal mileage  | Mile    | 0.545 | 275 | 148.5 | Picking up donations | \$149.75    |
| TRAVEL TOTAL      |         |       |     |       |                      | \$149.75    |
| TOTAL EXPENSE     |         |       |     |       |                      | \$21,000.75 |
|                   |         |       |     |       |                      |             |

| EARNED & IN-KIND<br>INCOME w/support | UNIT            | RATE   | NO  | AMOUNT   | Restrictions and notes          |
|--------------------------------------|-----------------|--------|-----|----------|---------------------------------|
| Sponsors In-kind                     |                 | Varies |     | \$5,000  | Food, wine, auction items, etc. |
| Community Sponsors                   | 1               | 500    | 2   | \$1,000  |                                 |
| Local Merchants                      | Booth           | 40     | 15  | \$600    | Several exisitng commitments    |
| Speakeasy                            | Ticket          | 25     | 180 | \$4,500  |                                 |
| Cocktails, Beer & Wine               | Project<br>Est. | 2000   | 1   | \$2,000  | Two days                        |
| Silent Auction: curated items        | Item            | ~200   | 60  | \$11,000 |                                 |
| Silent auction: wine, dining & other | Item            | ~120   | 50  | \$6,000  |                                 |
| Saturday Food sales                  | Est.            | 1500   | 1   | \$1,500  |                                 |
| Sponsor                              |                 | 2500   | 1   | \$2,500  | Projected from Visit Mendocino  |
|                                      |                 |        |     |          |                                 |
| TOTAL                                |                 |        |     | \$34,100 |                                 |