

**2020 PROJECTED**

<i>General Budget</i>	2017 Actual	2018 Actual	2019 Actual	2020 Projected
<b>Revenues</b>				
Student Health Insurance Fees	\$ 377,039.00	\$ 399,319.00	\$ 384,773.00	\$ 390,000.00
Student Fees	\$ 330,459.00	\$ 380,536.00	\$ 343,291.95	\$ 352,000.00
Quebec Student Union Fees	\$ -	\$ -	\$ 23,324.00	\$ 23,500.00
Gait Sales	\$ 299,513.00	\$ 251,773.00	\$ 321,195.00	\$ 346,700.00
Doolittles Sales	\$ 158,184.00	\$ 163,100.00	\$ 149,911.00	\$ 110,000.00
Orientation Week	\$ -	\$ -	\$ 94,477.00	\$ 98,111.40
Other Services	\$ 123,902.00	\$ 142,076.00	\$ 79,938.27	\$ 82,000.00
<b>Total:</b>	<b>\$ 1,289,097.00</b>	<b>\$ 1,336,804.00</b>	<b>\$ 1,396,910.22</b>	<b>\$ 1,402,311.40</b>
<b>Expenses</b>				
General Expenses (Schedule A)	\$ 514,207.00	\$ 539,179.00	\$ 467,741.00	\$ 497,993.33
Student Health Insurance Premiums	\$ 377,039.00	\$ 399,319.00	\$ 384,773.00	\$ 390,000.00
Gait Expenses	\$ 264,173.00	\$ 206,029.00	\$ 277,588.00	\$ 302,885.70
Doolittles Expenses	\$ 147,454.00	\$ 154,833.00	\$ 149,049.00	\$ 102,032.22
Orientation Week	\$ -	\$ -	\$ 91,286.00	\$ 84,930.00
	<b>\$ 1,302,873.00</b>	<b>\$ 1,299,360.00</b>	<b>\$ 1,370,437.00</b>	<b>\$ 1,377,841.25</b>
<b>Net Profit</b>	<b>\$ (13,776.00)</b>	<b>\$ 37,444.00</b>	<b>\$ 26,473.22</b>	<b>\$ 24,470.15</b>
<b>General Expenses (Schedule A)</b>				
Salaries and Payroll Expenses	\$ 242,145.00	\$ 248,037.00	\$ 286,160.00	\$ 311,000.00
Event Expenses	\$ 151,219.00	\$ 159,602.00	\$ 25,800.00	\$ 25,000.00
Quebec Student Union	\$ -	\$ -	\$ 23,324.00	\$ 23,500.00
Yearbook Expenses	\$ 30,194.00	\$ 30,083.00	\$ 33,646.00	\$ 31,597.00
Club Expenses	\$ 17,672.00	\$ 21,486.00	\$ 15,589.00	\$ 24,000.00
Other Expenses	\$ 16,441.00	\$ 14,644.00	\$ 16,329.00	\$ 18,000.00
Insurance	\$ 13,144.00	\$ 13,656.00	\$ 13,000.00	\$ 13,500.00
Meals & Travel	\$ 5,495.00	\$ 11,639.00	\$ 12,023.00	\$ 12,500.00
Professional Fees	\$ 5,000.00	\$ 7,952.00	\$ 5,300.00	\$ 5,500.00
Donations	\$ 3,266.00	\$ 7,135.00	\$ 9,169.00	\$ 8,000.00
Interest and Bank Charges	\$ 4,744.00	\$ 5,473.00	\$ 7,364.00	\$ 7,000.00
Office Supplies and Expenses	\$ 5,254.00	\$ 4,460.00	\$ 3,853.00	\$ 4,522.33
Elections	\$ 3,879.00	\$ 3,787.00	\$ 3,861.00	\$ 3,900.00
Professional Development	\$ 2,462.00	\$ 2,585.00	\$ 3,810.00	\$ 3,600.00
Mobile Application/The Bubble	\$ 8,200.00	\$ 2,500.00	\$ 3,000.00	\$ 3,000.00
Maintenance & Repairs	\$ 1,128.00	\$ 593.00	\$ 578.00	\$ 600.00
Amortization of Tangible Capital Assets	\$ 3,964.00	\$ 5,547.00	\$ 4,935.00	\$ 2,774.00
<b>Total:</b>	<b>\$ 514,207.00</b>	<b>\$ 539,179.00</b>	<b>\$ 467,741.00</b>	<b>\$ 497,993.33</b>

<i>The Gait Budget</i>	2017 Actual	2018 Actual	2019 Actual	2020 Projected
<b>Revenue</b>				
Gait Sales	\$ 299,513.00	\$ 251,773.00	\$ 257,296.00	\$ 275,000.00
Winterfest	\$ -	\$ -	\$ 63,899.08	\$ 71,700.00
<b>Total:</b>	<b>\$ 299,513.00</b>	<b>\$ 251,773.00</b>	<b>\$ 321,195.08</b>	<b>\$ 346,700.00</b>
<b>Expenses:</b>				
Gait Wages	\$ 100,845.00	\$ 77,072.00	\$ 77,746.00	\$ 80,000.00
Cost of Goods Sold	\$ 114,316.00	\$ 88,758.00	\$ 95,611.00	\$ 99,923.00
Security	\$ 6,849.00	\$ 9,415.00	\$ 7,907.00	\$ 10,500.00
Entertainment Expense	\$ 11,775.00	\$ 7,812.00	\$ 8,678.00	\$ 12,000.00
Permits & Licensing	\$ 2,993.00	\$ 3,623.00	\$ 3,770.00	\$ 4,500.00
Equipment and Glassware	\$ 8,921.00	\$ 2,826.00	\$ 5,965.00	\$ 16,000.00
Other Expenses	\$ 2,281.00	\$ 2,778.00	\$ 5,119.00	\$ 3,500.00
Maintenance & Repairs	\$ 1,914.00	\$ 848.00	\$ 3,595.00	\$ 2,500.00
Amortization of Tangible Capital Assets	\$ 14,279.00	\$ 12,897.00	\$ 13,027.00	\$ 7,322.70
<b>Gait Expenses</b>			<b>\$ 221,418.00</b>	<b>\$ 236,245.70</b>
Winterfest	\$ -	\$ -	\$ 56,170.00	\$ 66,640.00
<b>Total Expenses:</b>	<b>\$ 264,173.00</b>	<b>\$ 206,029.00</b>	<b>\$ 277,588.00</b>	<b>\$ 302,885.70</b>
<b>Net Profit:</b>	<b>\$ 35,340.00</b>	<b>\$ 45,744.00</b>	<b>\$ 43,607.08</b>	<b>\$ 43,814.30</b>

<i>Doolittle's Budget</i>	2017 Final	2018 Final	2019 Final	2020 Projected
<b>Doolittles Revenue</b>				
Sales	\$ 158,184.09	\$ 165,000.00	\$ 149,911.00	\$ 110,000.00
<b>Total Sales</b>	<b>\$ 158,184.09</b>	<b>\$ 165,000.00</b>	<b>\$ 149,911.00</b>	<b>\$ 110,000.00</b>
<b>Doolittles Expenses</b>				
Doolittle's Wages	\$ 28,125.90	\$ 30,381.50	\$ 25,340.26	\$ 20,000.00
Doolittle's Remittances	\$ 3,010.32	\$ 3,251.74	\$ 2,556.74	\$ 2,017.00
<b>Total Doolittle's Wage Expenses</b>	<b>\$ 31,136.22</b>	<b>\$ 33,633.24</b>	<b>\$ 27,897.00</b>	<b>\$ 22,017.00</b>
Cost Coca-Cola	\$ 10,267.49	\$ 10,709.90	\$ 10,162.84	\$ 7,200.00
Cost Presto	\$ 28,273.16	\$ 29,491.41	\$ 34,931.95	\$ 20,000.00
Cost Aliments NS	\$ 1,848.23	\$ 1,927.87	\$ 297.10	\$ -
Cost Lays	\$ 11,618.57	\$ 12,119.20	\$ 11,092.50	\$ 8,000.00
Cost Equipment	\$ 53.92	\$ 200.00	\$ -	\$ -
Cost Rise Kombucha	\$ 3,046.03	\$ 3,177.28	\$ -	\$ -
Cost Mondoux/ Jack Links	\$ 3,147.55	\$ 3,283.17	\$ 2,288.23	\$ 2,000.00
Cost Doo's Red Bull	\$ 2,853.48	\$ 2,976.43	\$ 3,695.00	\$ 2,500.00
Cost Permits	\$ 197.00	\$ 200.00	\$ 35.00	\$ 200.00
Cost MerchantOS	\$ 1,500.00	\$ 1,284.70	\$ 1,344.00	\$ 938.82
Cost LimoCar TransDev	\$ 11,960.34	\$ 11,000.00	\$ 1,351.54	\$ 900.00
Cost Doo's Beer	\$ 34,863.17	\$ 36,365.37	\$ 40,535.92	\$ 27,000.00
Cost Advertising	\$ 228.08	\$ 400.00	\$ -	\$ 400.00
Sports Plex Beer	\$ (119.95)	\$ -	\$ 8,331.15	\$ 4,500.00
Cost Doolittles Miscellaneous	\$ 2,919.58	\$ 3,045.38	\$ 1,654.44	\$ 1,600.00
Sandwiches	\$ -	\$ -	\$ -	\$ -
Cost Work Orders	\$ -	\$ -	\$ 115.52	\$ 120.00
Cost Merchandise	\$ 3,467.46	\$ 3,616.87	\$ 3,033.02	\$ 2,400.00
Coffee and Tea	\$ 1,366.37	\$ 1,400.00	\$ 768.48	\$ 800.00
Doolittles Spoilage and Theft	\$ -	\$ -	\$ -	\$ 800.00
Amortization Expense			\$ 1,514.93	\$ 656.40
<b>Total Doolittle's COGS</b>	<b>\$ 115,990.48</b>	<b>\$ 121,197.57</b>	<b>\$ 121,151.62</b>	<b>\$ 80,015.22</b>
<b>Total Expenses</b>	<b>\$ 147,126.70</b>	<b>\$ 154,830.82</b>	<b>\$ 149,048.62</b>	<b>\$ 102,032.22</b>
<b>Doolittle's Net Profit</b>	<b>\$ 11,057.39</b>	<b>\$ 10,169.18</b>	<b>\$ 862.38</b>	<b>\$ 7,967.78</b>

<i>Winterfest Budget</i>	2019 Actual	2020 Projected
<b>Revenue</b>		
Tickets	\$ 46,440.93	\$ 54,000.00
Drinks	\$ 11,858.12	\$ 12,000.00
Red Bull Contribution	\$ 1,200.00	\$ 1,200.00
Sponsors	\$ 4,400.03	\$ 4,500.00
Total:	<b>\$ 63,899.08</b>	<b>\$ 71,700.00</b>
<b>Expenses</b>		
Rail	\$ 13,420.00	\$ 14,500.00
Audiobec	\$ 15,543.00	\$ 16,050.00
Artist	\$ 8,559.47	\$ 15,000.00
Rider	\$ 1,086.38	\$ 1,400.00
Coordinator Salaries	\$ 780.00	\$ -
Helpers	\$ -	\$ 250.00
Ticketing Service	\$ 515.00	\$ 600.00
Snow removal	\$ 720.00	\$ 800.00
Porta potties	\$ 665.00	\$ 700.00
Heaters	\$ 821.00	\$ 1,000.00
Food	\$ 1,568.96	\$ 2,000.00
Ice Bar	\$ 790.00	\$ 850.00
Drink COGS	\$ 4,386.78	\$ 4,440.00
Other	\$ 2,349.32	\$ 3,000.00
Fences	\$ 794.04	\$ 850.00
Work Orders	\$ 2,472.86	\$ 3,000.00
Security	\$ 1,517.19	\$ 2,000.00
Alcohol Permit	\$ 181.00	\$ 200.00
Total:	<b>\$ 56,170.00</b>	<b>\$ 66,640.00</b>
Net Profit:	<b>\$ 7,729.08</b>	<b>\$ 5,060.00</b>

**Orientation Week Budget**

	Actual 2016	Actual 2017	Actual 2018	Projected 2019
<b>Revenue</b>				
<b>Fees Collected</b>				
Mandatory O-Week Fees	\$ 52,496.00	\$ 61,656.00	\$ 57,532.80	\$ 60,914.00
Exchange Students	\$ 9,450.41	\$ 10,154.00	\$ 8,500.00	\$ 10,442.40
<b>Total</b>	\$ 61,946.41	\$ 71,810.00	\$ 66,032.80	\$ 71,356.40
<b>Other Revenues</b>				
SDAG Contribution	\$ 2,000.00	\$ 2,000.00	\$ 2,018.14	\$ 2,000.00
Gaiter Garden Ticket Sales	\$ 3,928.77	\$ 2,059.80	\$ 3,225.00	\$ 2,783.00
Gaiter Garden Beer Sales	\$ 3,500.00	\$ 2,809.10	\$ 3,415.00	\$ 3,129.00
Concert Beer Sales	\$ 6,150.00	\$ 4,793.00	\$ 3,351.00	\$ 4,343.00
Concert Ticket Sales	\$ 8,892.70	\$ 6,995.00	\$ 4,000.00	\$ 4,000.00
Sponsorships	\$ 4,400.00	\$ 3,700.00	\$ 5,850.00	\$ 5,000.00
Credits Received	\$ -	\$ -	\$ 6,585.00	\$ 5,500.00
<b>Total</b>	\$ 28,871.47	\$ 22,356.90	\$ 28,444.14	\$ 26,755.00
<b>Total Revenues</b>	\$ 90,817.88	\$ 94,166.90	\$ 94,476.94	\$ 98,111.40
<b>Expenses</b>				
<b>Gaiter Gardens &amp; Concert</b>				
Band	\$ 14,015.00	\$ 7,700.00	\$ 9,000.00	\$ 9,000.00
Audiobec & Technician	\$ 9,978.00	\$ 9,014.04	\$ 9,706.40	\$ 12,500.00
Security	\$ 2,418.75	\$ 3,077.50	\$ 2,260.00	\$ 2,500.00
Tent	\$ 2,586.94	\$ 1,940.94	\$ 2,500.00	\$ 2,500.00
Beer Costs	\$ 3,965.41	\$ 6,314.23	\$ 4,753.20	\$ 5,000.00
Band Rider & Accomodation	\$ 1,035.56	\$ 800.00	\$ 5,194.65	\$ 4,000.00
Work Orders	\$ 692.66	\$ 1,200.00	\$ 1,868.80	\$ 2,000.00
Porta Potties	\$ 853.69	\$ 919.80	\$ 800.00	\$ 900.00
Decor Lights	\$ 144.56	\$ -	\$ -	\$ -
Fences	\$ 476.31	\$ 800.00	\$ 947.54	\$ 1,000.00
Alcohol Permit	\$ 174.00	\$ 200.00	\$ 356.00	\$ 300.00
Water Stations	\$ 563.80	\$ 329.40	\$ 336.50	\$ 400.00
Concert Night DJ	\$ 400.00	\$ 53.00	\$ 1,200.00	\$ 1,500.00
Gaiter Gardens Band/DJ	\$ 520.00	\$ 53.00	\$ 300.00	\$ 500.00
Fridge Rental	\$ -	\$ 839.32	\$ 730.00	\$ 850.00
<b>Total</b>	\$ 37,824.68	\$ 33,241.23	\$ 39,953.09	\$ 42,950.00
<b>Field Day, Moon light Yoga &amp; Glow-in-the-dark Frisbee</b>				
Dunk Tank	\$ -	\$ -	\$ 220.00	\$ 220.00
Supplies	\$ 589.10	\$ 700.00	\$ 885.51	\$ 1,000.00
<b>Total</b>	\$ 589.10	\$ 700.00	\$ 1,105.51	\$ 1,220.00
<b>Academic Speaker</b>				
Speaker Fees	\$ -	\$ 825.00	\$ 2,668.20	\$ 2,700.00
Centennial Rental	\$ -	\$ 1,075.00	\$ 826.25	\$ 1,000.00
<b>Total</b>	\$ -	\$ 1,900.00	\$ 3,494.45	\$ 3,700.00
<b>Charity Events</b>				
	\$ -	\$ 500.00	\$ 287.98	\$ 400.00
<b>Total</b>	\$ -	\$ 500.00	\$ 287.98	\$ 400.00
<b>Miscellaneous</b>				
Frosh Packs	\$ 22,310.73	\$ 16,800.69	\$ 18,790.03	\$ 15,000.00
Can I Kiss You Speaker	\$ 4,050.00	\$ 5,000.00	\$ 5,597.03	\$ 5,700.00
Coordinator Salaries	\$ 6,041.00	\$ 6,250.00	\$ 7,000.00	\$ -
Denver Gym	\$ -	\$ -	\$ 4,600.00	\$ 5,000.00
Centennial Theatre	\$ 3,813.84	\$ 2,962.26	\$ 861.68	\$ 1,000.00
Wristbands	\$ 912.06	\$ 746.09	\$ 460.37	\$ 600.00
Decorations & Prizes	\$ -	\$ -	\$ -	\$ -
Orientation Week Banner	\$ 44.53	\$ 58.29	\$ 49.14	\$ 60.00
Judge/Leader Thank You Dinner	\$ 394.48	\$ 700.00	\$ -	\$ -
P.A.R.T.Y. Crew Travel & Hotel	\$ -	\$ -	\$ -	\$ -
Bus to Pinnacle	\$ 528.89	\$ 1,356.69	\$ 670.00	\$ 850.00
Canoe/Kayak Fees	\$ -	\$ 432.00	\$ 530.00	\$ 1,000.00
Volleyball/Beach Day	\$ -	\$ 1,000.00	\$ 580.54	\$ 650.00
Intro Video	\$ 650.00	\$ 900.00	\$ 800.00	\$ 1,000.00
Pop-up tents + purple vests	\$ 1,537.98	\$ -	\$ -	\$ -
Logo Design	\$ -	\$ 100.00	\$ 100.00	\$ 100.00
Hand Cart	\$ -	\$ 150.00	\$ -	\$ -
Other Miscellaneous	\$ 905.25	\$ 1,500.00	\$ 6,406.31	\$ 5,700.00
Invoiced this year for past Oweeks	\$ 1,162.27	\$ -	\$ -	\$ -
<b>Total</b>	\$ 58,220.13	\$ 37,956.02	\$ 46,445.10	\$ 36,660.00
<b>Total Expenses</b>	\$ 96,044.81	\$ 74,297.25	\$ 91,286.13	\$ 84,930.00
<b>Net Profit (Loss)</b>	\$ (5,226.93)	\$ 19,869.65	\$ 3,190.81	\$ 13,181.40