

Title	2017 Actual	2018 Actual	2019 Projected
Revenues			
Student Health Insurance Fees	377,039	399,319	410,000
Student Fees	330,459	380,536	360,635.14
Gait Sales	299,513	251,773	323,600
Doolittles Sales	158,184	163,100	155,000
Orientation Week	0	0	88,012
Other Services	123,902	142,076	53,700
Total:	1,289,097	1,336,804	1,390,947.14
Expenses			
General Expenses (Schedule A)	514,207	539,179	450,980.59
Student Health Insurance Premiums	377,039	399,319	410,000
Gait Expenses	264,173	206,029	282,600
Doolittles Expenses	147,454	154,833	152,843.813
Orientation Week	0	0	91,060
Net Profit	1,302,873	1,299,360	1,387,484.403
	-13,776	37,444	3,462.737
General Expenses (Schedule A)			
Salaries and Payroll Expenses	242,145	248,037	266,337
Event Expenses	151,219	159,602	40,000
Yearbook Expenses	30,194	30,083	33,645.59
Club Expenses	17,672	21,486	24,000
Other Expenses	16,441	14,644	14,698
Insurance	13,144	13,656	14,000
Meals & Travel	5,495	11,639	16,000
Professional Fees	5,000	7,952	6,000
Donations	3,266	7,135	7,000
Interest and Bank Charges	4,744	5,473	5,700
Office Supplies and Expenses	5,254	4,460	4,500
Elections	3,879	3,787	3,800
Professional Development	2,462	2,585	5,650
Mobile Application/The Bubble	8,200	2,500	3,000
Maintenance & Repairs	1,128	593	650
Amortization of Tangible Capital Assets	3,964	5,547	6,000
Total:	514,207	539,179	450,980.59

The Gait	2017 Actual	2018 Actual	2019 Projected	2019
Revenue				
Gait Sales	299,513	251,773	268,000	
Winterfest	0	0	55,600	
Total:	299,513	251,773		323,600
Expenses:				
Salaries and Fringe Benefits	100,845	77,072	84,000	
Cost of Goods Sold	114,316	88,758	93,000	
Security	6,849	9,415	11,000	
Entertainment	11,775	7,812	12,500	
Permits & Licensing	2,993	3,623	4,500	
Equipment and Glassware	8,921	2,826	6,000	
Other Expenses	2,281	2,778	4,000	
Maintenance & Repairs	1,914	848	2,000	
Amortization of Tangible Capital Assets	14,279	12,897	15,000	
Winterfest	0	0	50,600	
Total Expenses:	264,173	206,029		282,600
Net Profit:	35,340	45,744		41,000

Doolittle's

	2016 Final	2017 Final	2018 Final
Doolittles Revenue			
Sales	156,500	158,184.09	165,000
Total Sales	156,500	158,184.09	165,000
			155,000 less due to
			165,000
Doolittles Expenses			
Doolittle's Wages	28,000	28,125.9	30,381.504
Doolittle's Employee Deductions	3,185.07	3,010.32	3,251.738
Total Doolittle's Wage Expenses	31,185.07	31,136.22	33,633.242
			31,043.813
Cost Coca-Cola	8,697.54	10,267.49	10,709.9
Cost Presto	19,897	28,273.16	29,491.407
Cost Aliments NS		1,848.23	1,927.867
Cost Lays	8,000	11,618.57	12,119.196
Cost Equipment	250	53.92	200
Cost Rise Kombucha		3,046.03	3,177.279
Cost Mondoux/ Jack Links	5,000	3,147.55	3,283.173
Cost Sodexo		0	0
Cost Doo's Red Bull	2,400	2,853.48	2,976.432
Cost Permits	200	197	200
Cost MerchantOS	1,800	1,500	1,284.7
Cost LimoCar TransDev	15,000	11,960.34	11,000
Cost Doo's Beer	45,000	34,863.17	36,365.371
Cost Advertising	50	228.08	400
Sports Plex Beer	6,000	-119.95	0
Cost Doolittles Miscellaneous	5,000	2,919.58	3,045.38
Sandwiches		0	0
Cost Work Orders		0	0
Cost Merchandise	1,400	3,467.46	3,616.868
Coffee and Tea	1,000	1,366.37	1,400
Doolittles Spoilage and Theft	1,000	0	0
Total Doolittle's COGS	120,694.54	115,990.48	121,197.574
			121,800
Doolittle's Net Profit	4,620.39	11,057.39	10,169.184

Winterfest 2019 Projected 2019

Revenue	
Tickets	39,500
Drinks	12,000
Red Bull Contribution	2,500
Sponsors	1,600
Total:	55,600
Expenses	
Rail	14,000
Audiobec	15,000
Artist	8,000
Rider	1,000
Snow removal	800
Porta potties	1,000
Heaters	1,000
Drink COGS	4,000
Other	3,500
Fences	1,000
Work Orders	500
Security	800
Total:	50,600
Net Profit:	5,000

* Beside each column, there is explanation of costs.
 "Unhide" to reveal.

Revenue	Projected 2014	Actual 2014	Difference
Fees Collected			
Mandatory O-Week Fees	45,000	44,217	-783
Exchange Students	6,300	7,241.34	941.34
Total	51,300	51,458.34	158.34
Other Revenues			
SDAG Contribution	7,000	6,913.14	-86.86
Gaiter Garden Ticket Sales	1,250	6,780	5,530
Gaiter Garden Beer Sales	1,250	4,040.86	2,790.86
Concert Beer Sales	1,000	4,026.85	3,026.85
Concert Ticket Sales	1,250	3,994.14	2,744.14
Sponsorships	2,400	1,400	-1,000
Total	14,150	27,154.99	13,004.99
Total Revenues	65,450	78,613.33	13,163.33
Expenses			
Gaiter Gardens & Concert			
Band	9,000	9,212.5	212.5
Audiobec & Technician	8,000	7,319.72	-680.28
Security	1,300	2,560	1,260
Tent	2,750	2,210	212.5
Beer Costs	750	2,092.07	1,342.07
Band Rider & Accomodation	2,350	1,188.81	-1,161.19
Work Orders	4,500	883.57	-3,616.43
Porta Potties	1,200	740	-460
Decor Lights	258	311.01	53.01
Fences	400	286.8	-113.2
Alcohol Permit	410	252	-158
Water Stations	0	0	0
Concert Night DJ	200	200	0
Gaiter Gardens Band/DJ			

Expenses Detail