

**RANCHO DE LOS PENASQUITOS TOWN COUNCIL, INC.**

	FY 2012-13	FY 2013-14	FY 2014-15 (Projected)	FY 2014-2015
<b>REVENUES</b>				
<b>Donations &amp; Fundraising</b>				
Community Partnerships	\$ 1,575.00	\$ 2,125.00	\$ 2,000.00	\$ 1,945.00
Winter Wonderland	\$ 49.00	\$ -	\$ -	\$ -
PQ shirts	\$ 300.00	\$ 200.00	\$ 200.00	\$ 65.00
Banner District - Del Mar Fair banner sales	\$ 290.00	\$ 245.00	\$ -	\$ -
Banner District - Advertising	\$ -	\$ 15,000.00	\$ 15,000.00	\$ 20,000.00
BID grant	\$ -	\$ -	\$ 5,000.00	\$ 5,000.00
Neighborhood Watch sign grant (City)	\$ 2,483.00	\$ -	\$ -	\$ -
Photo contest entries	\$ 120.00	\$ 70.00	\$ -	\$ -
Carnival Rides				\$ 2,000.00
Misc	\$ 215.00	\$ -	\$ -	\$ -
<b>General Fundraising Total</b>	<b>\$ 5,032.00</b>	<b>\$ 17,640.00</b>	<b>\$ 22,200.00</b>	<b>\$ 29,010.00</b>
<b>Fiesta Fundraising</b>				
Booth/Food/Advertising Sales	\$ 28,142.00	\$ 23,757.00	\$ 24,000.00	\$ 26,841.50
Business Sponsorships	\$ 1,000.00	\$ 12,500.00	\$ 10,000.00	\$ 10,000.00
City Fiesta sponsorship	\$ 7,505.00	\$ 10,469.00	\$ 10,000.00	\$ 15,576.00
County Fiesta sponsorship		\$ 7,500.00	\$ 7,500.00	\$ 9,000.00
<b>Fiesta Fundraising Total</b>	<b>\$ 36,647.00</b>	<b>\$ 54,226.00</b>	<b>\$ 51,500.00</b>	<b>\$ 61,417.50</b>
<b>REVENUE TOTAL</b>	<b>\$ 41,679.00</b>	<b>\$ 71,866.00</b>	<b>\$ 73,700.00</b>	<b>\$ 90,427.50</b>
<b>EXPENSES</b>				
<b>Fiesta</b>				
Entertainment	\$ 2,100.00	\$ 10,486.00	\$ 10,000.00	\$ 5,000.00
Rentals	\$ 22,310.00	\$ 20,758.00	\$ 22,000.00	\$ 17,402.88
Insurance	\$ 844.00	\$ 650.00	\$ 700.00	\$ 650.00
Advertising	\$ 1,273.00	\$ 953.00	\$ 1,000.00	\$ 2,253.06
Volunteer Shirts	\$ 645.00	\$ 466.00	\$ 500.00	\$ 365.04
Consultant	\$ 5,500.00	\$ 4,000.00	\$ 5,500.00	\$ 8,207.60
Safety	\$ 325.00	\$ 3,811.00	\$ 4,000.00	\$ 3,439.30
City Services/Fees	\$ 4,844.00	\$ 2,500.00	\$ 2,500.00	\$ 4,609.40
Banners	\$ -	\$ 1,550.00	\$ 1,550.00	\$ 500.00
Misc	\$ 226.00	\$ -	\$ -	\$ 4,915.00
<b>Fiesta Total</b>	<b>\$ 38,067.00</b>	<b>\$ 45,174.00</b>	<b>\$ 47,750.00</b>	<b>\$ 47,342.28</b>
<b>Grants &amp; Sponsorships</b>	<b>\$ 3,750.00</b>	<b>\$ 3,905.00</b>	<b>\$ 4,000.00</b>	<b>\$ 5,425.00</b>
<b>Youth Community Service Awards</b>	<b>\$ 1,050.00</b>	<b>\$ 1,300.00</b>	<b>\$ 1,600.00</b>	<b>\$ 1,750.00</b>
<b>Operating Expenses</b>				
Telephone	\$ 220.00	\$ -	\$ -	\$ -
Liability Insurance	\$ 1,100.00	\$ 880.00	\$ 900.00	\$ 1,701.00
PO Box	\$ 76.00	\$ 78.00	\$ 80.00	\$ -
Counter check fees	\$ 5.00	\$ -	\$ -	\$ -
Box of blank checks		\$ 17.00	\$ 17.00	\$ 3.00
Stamps		\$ 63.00	\$ 70.00	\$ -
Envelopes/Copies for End of Year Donation drive		\$ 100.00	\$ 100.00	\$ -
Other Copies		\$ -	\$ 50.00	\$ -
CA Sec of State- Statement of Information		\$ 20.00	\$ 20.00	\$ 20.00
Fictitious business name fee (county)	\$ 42.00	\$ -	\$ 42.00	\$ -
CA Franchise Tax Board		\$ 66.00	\$ 25.00	\$ 25.00
PayPal fees	\$ 31.00	\$ 22.00	\$ 30.00	\$ 31.04
Web Site hosting every 3 years		\$ 286.00	\$ -	\$ -
Domain names		\$ 32.00	\$ 32.00	\$ 32.00
Town Council logo tablecloth		\$ 362.00	\$ -	\$ -
Town Council logo banner		\$ 257.00	\$ -	\$ -
Name Tags				\$ 197.44
<b>Total Operating Expenses</b>	<b>\$ 1,474.00</b>	<b>\$ 2,183.00</b>	<b>\$ 1,366.00</b>	<b>\$ 2,009.48</b>
<b>Other Community Activities</b>				
PQ t-shirts	\$ 1,188.00	\$ -	\$ -	\$ 20.00
Winter Wonderland trinkets to sell	\$ 48.00	\$ -	\$ -	\$ -
Neighborhood Watch signs	\$ 2,483.00	\$ -	\$ -	\$ -
Photo contest prizes	\$ 100.00	\$ 92.00	\$ -	\$ -
School spirit booth		\$ 311.00	\$ 1,000.00	\$ 20.00
Banner Production		\$ 3,938.00	\$ 5,000.00	
Banner Hanging		\$ 850.00	\$ 1,000.00	
Community Partners Activities				\$ 2,670.00
Misc reimbursement	\$ 187.00	\$ -	\$ -	\$ -
<b>Other Community Activities Total</b>	<b>\$ 4,006.00</b>	<b>\$ 5,191.00</b>	<b>\$ 7,000.00</b>	<b>\$ 2,710.00</b>
<b>EXPENSES TOTAL</b>	<b>\$ 48,347.00</b>	<b>\$ 57,753.00</b>	<b>\$ 61,716.00</b>	<b>\$ 59,236.76</b>
<b>Surplus (Shortage)</b>	<b>\$ (6,668.00)</b>	<b>\$ 14,113.00</b>	<b>\$ 11,984.00</b>	<b>\$ 31,190.74</b>