

The Region X Championships

Expenses (Budget vs Actual)

| Item | Qty | Unit Cost | Budget | Actual | Notes |
|---------------------|-----|-----------|--------|---------|--|
| Show Hall | 2 | \$375.00 | \$750 | \$1,116 | Days Inn, Chicopee, MA (pd for Friday setup) |
| Tables for Entrants | 50 | \$10.00 | \$500 | \$333 | 25 tables, ½ table/person |
| Tables for Rings | 20 | \$0.00 | \$0 | \$266 | Hotel has 20 tables, enough for 10 rings |
| Chairs | 60 | \$0.00 | \$0 | \$0 | Hotel has enough chairs for everyone |
| Catering | 0 | \$0.00 | \$0 | \$0 | Hotel does not require catering |

Hall / Location \$1,250 \$1,715

| | | | | | |
|----------------------|---------|---------|-------|-------|--|
| Rosettes | 160 | \$2.00 | \$320 | \$272 | |
| Rosette (Setup) | 1 | \$10.00 | \$10 | \$10 | |
| Flat Ribbons | 5000 | \$0.14 | \$700 | \$732 | Needed 2600. Price break .21 → .14 @ 5000 |
| Flat Ribbons (Setup) | 2 | \$40.00 | \$80 | \$9 | We will have enough flats for next year. |
| Die (Setup) | 1 | \$30.00 | \$30 | \$30 | Not necessary after 1 st year |
| Ribbon Shipping | \$1,110 | 7.00% | \$78 | \$74 | Shipping is a percentage of the order total |
| Candy Bars | 432 | \$0.69 | \$300 | \$208 | Case pricing. Need 370 bars |
| Candy Bar Labels | 370 | \$0.10 | \$37 | \$0 | Ink/Sticker cost for printing candy bar labels |

Awards \$1,555 \$1,335

| | | | | | |
|---------------------|-----|----------|-------|-------|---|
| NAMHSA Card Fee | 500 | \$0.08 | \$40 | \$40 | 488 NAN Cards required |
| Stationery Supplies | 1 | \$160.00 | \$160 | \$108 | Name tags, tent cards, paper, ink, etc. |

Administration Cost \$200 \$148

| | | | | | |
|----------------------|----|----------|-------|-------|-----------------------------------|
| Outside Judge Travel | 2 | \$260.00 | \$520 | \$540 | Covers lowest cost travel to show |
| Outside Per Diem | 4 | \$70.00 | \$280 | \$280 | 2 judges, 2 days, for hotel/meals |
| In-Region Per Diem | 14 | \$50.00 | \$700 | \$650 | Daily stipend for judging. |

Judges \$1,500 \$1,470 *(see Judges Expense Notes)

Judges Expense Notes:

There are two basic types of judges: Out-Of-Region and In-Region Judges.

Out-Of-Region Judges:

These judges will not be allowed to show horses in other divisions at the show. They are expected to be available exclusively for judging during both days of the show. In order to attract these judges, we have budgeted to pay a "travel allowance" based on the minimum-cost travel to the show. The judges will book their own travel, using this allowance. In addition, they will receive a "Per Diem" that is designed to cover their meals and lodging during their two-day visit. Once again, they will book their own accommodations and pay for their own meals using this allowance.

In-Region Judges:

These judges will be paid a "Per Diem" (or Daily Stipend) to compensate them for their services as judges. This judge is welcome to enter the show in another division, however, they will be subject to entry fees like any other person.

The Region X Championships
Show Fees (Budget vs Actual)

| <i>Item</i> | <i>Qty</i> | <i>Unit Cost</i> | <i>Budget</i> | <i>Notes</i> |
|-------------------|------------|------------------|----------------|------------------------------------|
| One Day Show Fees | 26 | \$45.00 | \$1,170 | People showing either Sat. or Sun. |
| Two-Day Show Fees | 27 | \$65.00 | \$1,755 | People showing both days |
| Show Fees | | | \$2,925 | |

| <i>Item</i> | <i>Qty</i> | <i>Unit Cost</i> | <i>Actual</i> | <i>Notes</i> |
|-------------------|------------|------------------|----------------|------------------------------------|
| One Day Show Fees | 29 | \$45.00 | \$1,305 | People showing either Sat. or Sun. |
| Two-Day Show Fees | 25 | \$65.00 | \$1,625 | People showing both days |
| Proxy Fees | 4 | \$25.00 | \$100 | |
| Show Fees | | | \$3,030 | |

NOTE: The estimates for the number of entrants were determined by looking at the participation at prior regional shows. If the number of people that enter the show is less, this will negatively effect the profitability of the show.

**The Region X Championships
Profit & Loss (Budget vs Actual)**

| | <i>Budget</i> | <i>Actual</i> |
|---------------------------|------------------|--|
| Show Fees | \$2,925 | \$3,030 * see Revenue details |
| Full Table Upgrade | 0 | 240 |
| Pizza Party Revenue | 0 | 450 |
| Total Revenues | \$2,925 | \$3,720 |
| Hall / Location | \$1,250 | \$1,715 * see Expense details |
| Awards | \$1,555 | \$1,335 |
| Administration Cost | \$200 | \$148 |
| Judges | \$1,500 | \$1,470 |
| Pizza Party Expenses | \$0 | \$313 |
| Total Expenses | \$4,505 | \$4,980 |
| Show Profit/(Loss) | (\$1,580) | (\$1,260) * deficit covered by funding from Region 10 Treasury |

**Region X Treasury
Summary**

| | |
|------------------------------------|--|
| Beginning Balance 12/1/2010 | \$0 Region X Treasury is created |
| Show Donations | 3052 RXEX; Baystate; Empire State Live |
| Private Donations | 340 from Individuals |
| Fund-raising | 1122 TRXC Raffle; T-Shirt Sales |
| Bank Service Charges | -14 Checks; PayPal fees |
| TRXC2011 Profit/(Loss) | -\$1,260 As expected, TRXC is subsidized by fund-raising efforts and donations throughout the year. |
| Ending Balance 11/19/2011 | \$3,240 Available for TRXC 2012 |

The Region X Championships

Notes

Here are some notes to describe differences between the TRXC Budget and Actuals.

Show Hall: We found out shortly after submitting the budget that we would not be able to set up the show hall until Saturday Morning. This would have involved additional work and planning to deliver and setup 45 tables prior to the show. It was decided to rent the hall for Friday so we would have time to setup. This increased our rental from 2 days to 3 days.

Tables: Kate made a site visit to the hall in September to check out the floor plan and investigate the tables available at the hall. We were told in advance of that visit that the hall had enough tables for all of the show rings. However, the hall only had 9 rickety tables available for us. This meant we have to rent an additional 20 tables for the rings. Offsetting this increase in the number of tables was finding out that the rental price was for the duration of the event, not per day as expected. In addition, we sold the extra table space in the hall on Saturday to realize additional revenue.

Awards:

We got a great deal by chance on the candy bars. We should not expect to get this favorable pricing in the future. We had a successful ribbon recycling effort and have enough flat ribbons on-hand for TRXC2012.

Stationery Supplies:

The cost of supplies was lower than anticipated because we had paper and ink supplies left over from NESE2006. Future shows will need to purchase these supplies as there is nothing remaining at this point.

Revenues:

The show fees collected were larger than expected because of three factors. First, more people entered the show than expected. Second, we did not have a proxy fee when we created the budget. Third, we realized additional revenue by selling excess table space on Saturday when there were fewer entrants.

Raffle:

The show posted a loss of \$1260. This did not include the proceeds from the raffle that was held on the day of the show. The raffle at TRXC generated \$1027 for the Region X Treasury's "Fund-Raising" total which was used to offset the cost of the show along with other donations from shows and individuals.