|  | Category |  | 23/24 Projected | 23/24 Actual | 24/25 Proposed |  | SDC COMMENTS |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income | Category |  | 23/24 Projected | 23/24 Actual | 24/25 Proposed | Comments |  |  |
| Member Dues |  |  |  |  |  |  |  |  |
|  | Bands not MBOP |  | \$0.00 | \$0.00 | \$0.00 |  |  |  |  |
|  | Cadet Guard |  |  | \$4,630.00 | \$6,480.00 | @ \$360 x 18 |  |  |
|  | Guard |  | \$33,785.00 | \$30,860.33 | \$37,500.00 | @ \$1500 $\times 25$ |  |  |
|  | MBOP |  | \$39,015.00 | \$35,001.86 | \$49,500.00 | @ \$900 x 55 |  |  |
|  | Winterguard |  | \$3,300.00 | \$4,845.18 | \$3,750.00 | @ \$750 5 |  |  |
|  |  | Subtotal | \$76,100.00 | \$75,337.37 | \$97,230.00 |  |  |  |
| Billable Income |  |  |  |  |  |  |  |  |
|  | Prepaid - Cadet Guard |  | \$0.00 |  |  |  | included w/ Cadet Guard Dues |  |
|  | Prepaid - Event Tickets |  | \$0.00 |  |  |  | included w/ Prepaid - MBOP |  |
|  | Prepaid - Guard |  | \$0.00 |  |  |  |  |  |
|  |  |  | \$5,000.00 | \$8,742.85 | \$5,000.00 | paired with prepaid expense |  |  |
|  | Prepaid - MBOP |  | \$0.00 |  |  |  |  |  |
|  |  |  | \$0.00 | \$0.00 | \$5,000.00 | paired with billable expense |  |  |
|  |  |  | \$5,000.00 | \$4,812.70 | \$5,000.00 |  |  |  |
|  |  |  | \$0.00 | \$0.00 | \$900.00 | paired with billable expense |  |  |
|  |  |  | \$0.00 | \$0.00 | \$0.00 | paired with billable expense |  |  |
|  | Prepaid - Meals |  | \$0.00 |  |  |  |  |  |
|  |  |  | \$2,000.00 | \$1,429.49 | \$2,000.00 | paired with billable expense |  |  |
|  |  |  | \$1,200.00 | \$1,190.00 | \$2,000.00 | @ \$25 per student |  |  |
|  | Prepaid - Winterguard |  | \$0.00 |  |  |  |  |  |
|  |  |  |  | \$6,696.00 | \$5,000.00 | paired with billable expense |  |  |
|  |  |  |  | \$1,947.00 | \$2,500.00 | paired with billable expense |  |  |
|  |  | Subtotal | \$13,200.00 | \$16,175.04 | \$27,400.00 |  |  |  |
| Concessions |  |  |  |  |  |  |  |  |
|  | Art in Motion |  | \$0.00 | \$7,588.00 | \$7,500.00 |  |  |  |
|  | Invitational |  | \$0.00 | \$9,719.00 | \$9,500.00 |  |  |  |
|  | JV Football |  | \$0.00 | \$3,226.00 | \$3,000.00 |  |  |  |
|  | Miscellaneous |  | \$0.00 | \$0.00 | \$0.00 |  |  |  |
|  | Varsity Football |  | \$17,000.00 | \$22,259.00 | \$22,000.00 |  |  |  |
|  |  | Subtotal | \$17,000.00 | \$42,792.00 | \$42,000.00 |  |  |  |
| Donations/Sponsorships |  |  |  |  |  |  |  |  |
|  | Corporate |  | \$5,000.00 | \$5,489.67 | \$3,500.00 | (includes show shirt donations) |  |  |
|  | Individual |  | \$1,000.00 | \$1,295.00 | \$1,500.00 | donations were combined pre 2024/2025 |  |  |
|  | Scholarships |  | \$0.00 | \$0.00 | \$0.00 |  |  |  |
|  |  |  | \$0.00 | \$0.00 | \$0.00 |  |  |  |
|  |  | Subtotal | \$6,000.00 | \$6,784.67 | \$5,000.00 |  |  |  |
| Fundraising |  |  |  |  |  |  |  |  |
|  | Arts in Motion |  | \$26,000.00 | \$15,011.27 | \$15,000.00 |  |  |  |
|  | Giving Challenge |  | \$8,000.00 |  | \$0.00 | Not available for 24/25 School Year |  |  |
|  | Invitational |  | \$24,000.00 | \$12,795.55 | \$13,000.00 |  |  |  |
|  | March-a-thon |  |  |  | \$8,000.00 | @ \$100 per mbop member |  |  |
|  | Quarter Auction |  |  | \$0.00 | \$10,000.00 | not done in 2023/2024 |  |  |
|  | Spiritwear |  | \$0.00 | \$0.00 | \$0.00 |  |  |  |
|  |  |  | \$5,000.00 | \$1,250.35 | \$2,000.00 |  |  |  |
|  |  |  | \$1,200.00 | \$0.00 | \$1,200.00 | paired with expense |  |  |
|  |  |  |  | \$0.00 | \$2,000.00 |  | adjusted |  |
|  | Spirit Nights |  |  |  |  |  |  |  |


|  | Category |  | 23/24 Projected | 23/24 Actual | 24/25 Proposed |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$256.44 | \$300.00 |  | adjusted |
|  |  |  |  | \$0.00 | \$300.00 |  |  |
|  |  |  |  | \$0.00 | \$500.00 |  |  |
|  | Vendors |  | \$1,000.00 | \$1,594.92 | \$1,500.00 | Kona Ice, coffee |  |
|  | Other |  |  |  |  |  |  |
|  |  |  |  | \$3,163.43 | \$1,000.00 |  |  |
|  |  | Subtotal | \$65,200.00 | \$34,071.96 | \$54,800.00 |  |  |
| Sales/Rentals |  |  |  |  |  |  |  |
|  |  |  | \$1,000.00 | \$2,627.83 | \$1,500.00 | prop rental/sales, sold assets, refunds |  |
|  |  | Subtotal |  |  | \$1,500.00 |  |  |
|  | INCOME TOTAL | Totals | \$0.00 | \$0.00 | \$227,930.00 |  |  |
| Cost of Goods |  |  |  |  |  |  |  |
|  | Concession Stand |  |  |  |  |  |  |
|  |  |  | \$0.00 | \$2,146.00 | \$2,500.00 |  |  |
|  |  |  | \$0.00 | \$11,863.00 | \$12,000.00 |  |  |
|  |  |  | \$0.00 | \$1,773.00 | \$2,000.00 |  |  |
|  |  |  | \$0.00 | \$5,454.00 | \$5,500.00 |  |  |
|  |  |  | \$0.00 | \$0.00 | \$0.00 |  |  |
|  |  |  | \$0.00 | \$0.00 | \$0.00 |  |  |
|  | Miscellaneous |  |  |  |  |  |  |
|  |  |  |  |  | \$1,000.00 |  |  |
|  | Spiritwear |  |  |  |  |  |  |
|  |  |  |  | \$3,829.01 | \$1,000.00 |  | adjusted |
|  |  | Subtotal | \$0.00 | \$25,065.01 | \$24,000.00 |  |  |
|  |  | Total |  |  | \$24,000.00 |  |  |
| Expenses |  |  |  |  |  |  |  |
| Band Supplies |  |  |  |  |  |  |  |
|  | Awards |  | \$1,500.00 | \$516.00 | \$1,000.00 | Senior night, awards banquet, thank you cards |  |
|  | Band Camp Supplies |  | \$2,000.00 | \$251.12 | \$1,000.00 | snacks, towels, sunscreen, |  |
|  | Instrument needs |  |  |  |  |  |  |
|  |  |  | \$1,000.00 | \$767.62 | \$1,000.00 | sticks, heads, instrument specific, repairs |  |
|  |  |  | \$0.00 | \$0.00 | \$500.00 | mouthpieces, accessories, repairs |  |
|  |  |  | \$0.00 | \$0.00 | \$1,000.00 | beyond SDMC Allotment |  |
|  | MBOP |  |  |  |  |  |  |
|  |  |  | \$500.00 | \$443.43 | \$1,500.00 | materials, builds, printing, paint |  |
|  |  |  | \$700.00 | \$82.89 | \$500.00 | cables, adapters, computers, programs |  |
|  |  |  | \$1,500.00 | \$4,712.36 | \$2,000.00 | marching band specific CG equipment |  |
|  |  |  | \$3,000.00 | \$5,268.14 | \$4,000.00 |  |  |
|  |  |  | \$7,000.00 | \$8,195.35 | \$7,000.00 |  |  |
|  |  |  | \$700.00 | \$700.00 | \$900.00 |  |  |
|  |  |  | \$1,500.00 | \$1,570.40 | \$1,000.00 | Tresona, Hal Leonard, Belwin |  |
|  |  |  | \$500.00 | \$0.00 | \$200.00 | detergent, bags, uniform accessories |  |
|  |  |  | \$1,200.00 | \$0.00 | \$1,200.00 | Usually Sponsored, paired with income |  |
|  |  |  | \$1,500.00 | \$780.86 | \$1,500.00 | regional, state, FMBC/FFCC/BOA contest entry fees |  |
|  |  |  | \$200.00 | \$0.00 | \$250.00 | paint, touchup, tower |  |
|  | Misc |  |  |  |  |  |  |
|  |  |  | \$500.00 | \$462.10 | \$800.00 | Fuel, repairs |  |
|  | Music Expense (not MBOP) |  | \$200.00 | \$164.48 | \$1,000.00 |  |  |


|  | Category |  | 23/24 Projected | 23/24 Actual | 24/25 Proposed |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Subtotal |  | \$23,914.75 | \$26,350.00 |  |  |  |
| Billable Expense |  |  |  |  |  |  |  |  |
|  | Concert Attire |  |  |  | \$0.00 |  |  |  |
|  | Entry Fees |  |  |  | \$0.00 |  |  |  |
|  | Hotels-MBOP |  |  |  | \$0.00 |  |  |  |
|  |  |  | \$0.00 | \$0.00 | \$5,000.00 | paired with prepaid billable income |  |  |
|  | Meals |  |  |  | \$0.00 |  |  |  |
|  |  |  | \$1,200.00 | \$1,190.00 | \$2,000.00 | paired with prepaid billable income |  |  |
|  |  |  | \$2,000.00 | \$1,238.89 | \$2,000.00 | paired with prepaid billable income |  |  |
|  | Prepaid-Cadet Guard |  |  |  | \$0.00 | paired with dues and billable income |  |  |
|  |  |  |  |  | \$680.00 |  |  |  |
|  |  |  |  |  | \$2,500.00 |  |  |  |
|  |  |  |  |  | \$1,600.00 |  |  |  |
|  |  |  |  |  | \$400.00 |  |  |  |
|  |  |  |  |  | \$200.00 |  |  |  |
|  |  |  |  |  | \$800.00 | Hotels, food |  |  |
|  |  |  |  |  | \$300.00 |  |  |  |
|  | Prepaid-Guard |  |  |  |  |  |  |  |
|  |  |  | \$5,000.00 | \$7,238.87 | \$5,000.00 | paired with prepaid billable income |  |  |
|  | Prepaid-MBOP |  |  |  |  |  |  |  |
|  |  |  | \$5,000.00 | \$5,058.70 | \$5,000.00 | socks, gloves, shoes, practice uniforms, jugs. paired with billable income |  |  |
|  |  |  | \$700.00 | \$700.00 | \$900.00 | paired with prepaid billable income |  |  |
|  | Prepaid-Winterguard |  |  |  |  |  |  |  |
|  |  |  |  | \$2,702.21 | \$2,500.00 | paired with prepaid billable income | adjusted |  |
|  |  |  |  |  | \$5,000.00 | (student/parent rooms, non performer wrist bands) |  |  |
|  | Uniforms-MBOP |  |  |  |  |  |  |  |
|  |  |  | \$3,000.00 | \$0.00 | \$0.00 | paired with billable income |  |  |
|  |  |  | \$200.00 | \$0.00 | \$200.00 |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  | Subtotal |  | \$18,128.67 | \$34,080.00 |  |  |  |
| Charitable Contributions |  |  |  |  |  |  |  |  |
|  | Scholarships/Discounts |  |  |  |  |  |  |  |
|  |  |  | \$10,000.00 | \$10,325.00 | \$7,000.00 | scholarships, sibling discounts, volunteer credit |  |  |
|  |  |  | \$100.00 | \$100.00 | \$100.00 |  |  |  |
|  |  | Subtotal |  |  | \$7,000.00 |  |  |  |
| Fundraising Expense |  |  |  |  |  |  |  |  |
|  | Arts in Motion |  |  |  |  |  |  |  |
|  |  |  | \$7,500.00 | \$6,404.90 | \$6,500.00 | FFCC, Judges |  |  |
|  |  |  | \$1,000.00 | \$1,500.00 | \$1,500.00 | Facilitron, golf carts, materials, trophies |  |  |
|  | Invitational |  |  |  |  |  |  |  |
|  |  |  | \$800.00 | \$351.00 | \$1,000.00 | FMBC app fee, Facilitron, Security |  |  |
|  |  |  | \$5,500.00 | \$5,171.25 | \$5,500.00 | Hotels, flights, judge pay |  |  |
|  |  |  | \$2,000.00 | \$3,063.55 | \$3,000.00 | lights, fuel, programs, supplies, trophies, meals |  |  |
|  | March-a-Thon |  |  |  |  |  |  |  |
|  | Quarter Auction |  |  |  | \$1,000.00 |  |  |  |
|  |  | Subtotal |  | \$16,490.70 | \$18,500.00 |  |  |  |
| General Administrative |  |  |  |  |  |  |  |  |
|  | Bank Charges |  | \$500.00 | \$878.27 | \$900.00 | Synovous \& PayPal (some reimbursed) |  |  |
|  | Concession Stand Equipment |  | \$5,000.00 | \$4,380.34 | \$1,500.00 |  |  |  |


|  | Category |  | 23/24 Projected | 23/24 Actual | 24/25 Proposed |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dues \& Subscriptions |  | \$1,200.00 | \$1,427.00 | \$1,500.00 | QuickbooksProject Petrucci LLC, cut-time, wix |  |  |
|  | Insurance - Liability |  | \$800.00 | \$470.00 | \$500.00 |  |  |  |
|  | Legal \& Professional Fees |  | \$1,300.00 | \$323.08 | \$400.00 | Solicitation Renewal, PO Box, taxes |  |  |
|  | Medical Supplies |  | \$0.00 | \$0.00 | \$200.00 |  |  |  |
|  | Office Supplies |  |  | \$347.69 | \$500.00 |  |  |  |
|  | Rent or Lease |  |  |  |  |  |  |  |
|  | Repair \& Maintenance |  | \$0.00 | \$0.00 | \$500.00 | Trailer Maintenance |  |  |
|  | Taxes \& Licenses |  |  |  |  |  |  |  |
|  | Recruiting |  | \$500.00 | \$0.00 | \$1,000.00 | Shirts, MS Band Night, promotional, sub coverage |  |  |
|  | Marketing/Graphic Designs |  |  | \$0.00 | \$1,000.00 | various projects |  |  |
|  | Misc |  | \$2,000.00 | \$0.00 | \$500.00 |  |  |  |
|  |  | Subtotal |  | \$7,826.38 | \$8,500.00 |  |  |  |
| Meals and Entertainment |  |  |  |  |  |  |  |  |
|  | Awards Night |  |  | \$2,500.00 | \$2,500.00 |  |  |  |
|  | Band Camp |  | \$2,000.00 | \$1,238.89 | \$1,500.00 | Band Camp Staff and volunteer Meals, student meals provided |  |  |
|  | Winterguard |  | \$500.00 | \$134.92 | \$500.00 |  |  |  |
|  |  | Subtotal |  | \$3,738.89 | \$4,000.00 |  |  |  |
| MPA/S\&E |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  | Subtotal |  |  | \$0.00 |  |  |  |
| Subcontractors |  |  |  |  |  |  |  |  |
|  | Band Director |  | \$8,000.00 |  | \$7,000.00 |  |  |  |
|  | Music Tech's |  |  |  |  |  |  |  |
|  |  |  | \$1,000.00 | \$750.00 | \$1,500.00 |  |  |  |
|  |  |  | \$0.00 | \$0.00 | \$1,500.00 |  |  |  |
|  |  |  |  |  | \$1,500.00 |  |  |  |
|  | Guard Director |  | \$12,000.00 | \$12,000.00 | \$12,000.00 | Ricardo Robinson-Shinall |  |  |
|  | Guard Tech's |  |  |  |  |  |  |  |
|  |  |  | \$1,250.00 | \$1,250.00 | \$2,600.00 | includes WG |  |  |
|  |  |  | \$1,250.00 | \$937.50 | \$2,600.00 | includes WG |  |  |
|  |  |  | \$0.00 | \$0.00 | \$2,600.00 | includes WG |  |  |
|  |  |  | \$1,250.00 | \$1,250.00 | \$2,600.00 | includes WG |  |  |
|  | Marching Tech's |  |  |  |  |  |  |  |
|  |  |  |  |  | \$2,500.00 |  |  |  |
|  |  |  |  |  | \$2,000.00 |  |  |  |
|  | Music Clinician |  | \$0.00 | \$0.00 | \$1,000.00 | paid clinicians throughout the year |  |  |
|  | Percussion Tech's |  |  |  |  |  |  |  |
|  |  |  | \$1,500.00 | \$0.00 | \$1,500.00 |  |  |  |
|  |  |  |  | \$0.00 | \$0.00 |  |  |  |
|  | Show Design/Consulting |  |  |  |  | Consulting, arranging, licensing. |  |  |
|  |  |  | \$5,000.00 | \$0.00 | \$2,000.00 | Pat Miller (fall)/partial district coverage |  |  |
|  |  |  | \$4,000.00 | \$4,000.00 | \$4,000.00 | Daniel Wiles |  |  |
|  |  |  | \$1,500.00 | \$1,570.40 | \$1,000.00 | Tresona, Hal Leonard, Belwin |  |  |
|  |  |  | \$0.00 | \$0.00 | \$0.00 | Currently paid through outside funds |  |  |
|  |  |  | \$0.00 | \$0.00 | \$2,000.00 | Doug Downer |  |  |
|  |  |  | \$1,350.00 | \$0.00 | \$1,350.00 | Cristian Good |  |  |
|  |  |  | \$3,000.00 | \$3,000.00 | \$3,000.00 | Chris Yates |  |  |
|  |  |  | \$4,500.00 | \$7,987.53 | \$5,500.00 | Robbie Arnold, Shannon Clark. Includes airfare | adjusted |  |
|  | Summer Camp |  |  | \$3,537.50 | \$5,000.00 | Various payouts-see summer tab |  |  |


|  | Category |  | 23/24 Projected | 23/24 Actual | 24/25 Proposed |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Subtotal |  | \$36,282.93 | \$64,750.00 |  |  |
| Travel |  |  |  |  |  |  |  |
|  | Meals-MBOP |  |  |  | \$1,000.00 | beyond billable |  |
|  | Meals-Winterguard |  |  |  | \$750.00 | beyond billable |  |
|  | Transportation |  |  |  |  |  |  |
|  |  |  | \$2,000.00 | \$18,375.00 | \$20,000.00 | Football, MBOP, Driver Tips |  |
|  |  | Subtotal |  | \$18,375.00 | \$21,750.00 |  |  |
| Winterguard |  |  |  |  |  |  |  |
|  | Equipment |  |  |  |  |  |  |
|  |  |  | \$4,500.00 | \$5,292.84 | \$6,000.00 |  | verified |
|  |  |  | \$2,500.00 | \$1,985.00 | \$2,500.00 |  | verified |
|  |  |  | \$500.00 | \$127.59 | \$500.00 | Tape, bolts, stoppers, etc | adjusted |
|  | Props |  | \$1,000.00 | \$683.81 | \$1,000.00 |  | adjusted |
|  |  |  | \$2,500.00 | \$1,785.63 | \$2,000.00 | (part of dues?) | verified |
|  | Show Shirt |  | \$500.00 | \$814.04 | \$500.00 | Usually sponsored | adjusted |
|  | Uniforms |  | \$6,600.00 | \$5,583.75 | \$6,000.00 | part of dues | adjusted |
|  |  | Subtotal |  | \$16,272.66 | \$18,500.00 |  |  |
|  |  | Total |  |  | \$203,430.00 |  |  |
|  |  |  |  |  |  |  |  |
| Income Total | \$227,930.00 |  |  |  |  |  |  |
| Cost of Goods Total | \$24,000.00 |  |  |  |  |  |  |
| Expense Total | \$203,430.00 |  |  |  |  |  |  |
| Spending Plan Over/Under | \$500.00 |  |  |  |  |  |  |

