

Jazz Education Network
BUDGET VS. ACTUALS: Condensed
 July 2015 - June 2016

	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
2016 Conference - Louisville	142,320	203,745	(61,425)	70.00 %
2017 Conference - New Orleans		30,900	(30,900)	
Charitable Donations	25,541	26,600	(1,059)	96.00 %
Interest Income	16	26	(10)	61.00 %
Loyalty Program Rewards	4,000	0	4,000	
Membership Dues	70,505	142,515	(72,010)	49.00 %
Online JENeral Store Merchandise	2	50	(48)	3.00 %
Royalty Income		1,032	(1,032)	
Scholarship Income	1,000	4,000	(3,000)	25.00 %
Total Income	\$243,383	\$408,868	\$ (165,485)	60.00 %
Gross Profit	\$243,383	\$408,868	\$ (165,485)	60.00 %
Expenses				
Board of Director's Expense	11,415	17,889	(6,474)	64.00 %
Conference 2016 - Louisville	54,181	168,555	(114,374)	32.00 %
Fundraising Expenses	4,800	12,500	(7,700)	38.00 %
Marketing Expense	1,989	12,000	(10,012)	17.00 %
Operational Budget	69,419	129,550	(60,131)	54.00 %
Scholarship/Award Expenses	458	11,712	(11,254)	4.00 %
Website Charges	8,198	17,082	(8,884)	48.00 %
Total Expenses	\$150,459	\$369,288	\$ (218,829)	41.00 %
Net Operating Income	\$92,924	\$39,580	\$53,344	235.00 %
Net Income	\$92,924	\$39,580	\$53,344	235.00 %

Jazz Education Network BUDGET

VS. ACTUALS: Full

July 2015 - June 2016

	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
2016 Conference - Louisville		0	0	
Exhibits-Louisville		0	0	
Additional Exhibitor Registration	1,350	1,550	(200)	87.00 %
Exhibit Booths-FP	31,460	21,450	10,010	147.00 %
Exhibit Booths-Half Payment	3,900	650	3,250	600.00 %
Table Top Display	4,750	5,500	(750)	86.00 %
Total Exhibits-Louisville	41,460	29,150	12,310	142.00 %
JENeral Store		0	0	
JENeral Conference CD Sales		3,460	(3,460)	
JENeral Store Conference Merchandise		5,730	(5,730)	
Total JENeral Store	0	9,190	(9,190)	0
JENerations JAZZ Festival		0	0	
JJF Individual Participation Fee	6,700	9,820	(3,120)	68.00 %
JJF Large Ensemble Fee	2,275	4,025	(1,750)	57.00 %
JJF Small Ensemble Fee	1,300	1,000	300	130.00 %
Total JENerations JAZZ Festival	10,275	14,845	(4,570)	69.00 %
Registration - Income	2,935	0	2,935	
Additional Chaperone-Management	825	1,000	(175)	83.00 %
Advance Online Registration-Spouse/Domestic Partner		8,900	(8,900)	
Advance Online Registration-Student Member		5,900	(5,900)	
Early Registration-Member	32,725	35,350	(2,625)	93.00 %
JENerosity Celebration Registration		0	0	
JENerosity Celebration - Non Registered	300	750	(450)	40.00 %
JENerosity Celebration - Registered	2,700	10,200	(7,500)	26.00 %
Total JENerosity Celebration Registration	3,000	10,950	(7,950)	27.00 %
Medium Room Hourly Rate	600	750	(150)	80.00 %
Member Adult One Day Pass		4,795	(4,795)	
Member Advance Online	30,000	24,800	5,200	121.00 %
Member OnSite		24,500	(24,500)	
Non-Member Evening Concert Ticket		1,440	(1,440)	
Non-Member Local Student/Chaperone (accompanying minors) Ticket		400	(400)	
On-Site Registration-Spouse/Domestic Partner		4,875	(4,875)	
Onsite Registration Student Member		8,200	(8,200)	
Saturday Education Workshops	225	125	100	180.00 %
Single Event Day Ticket		2,900	(2,900)	
Small Room Hourly Rate	300	0	300	
Spouse/Domestic Partner Early Registration	4,950	0	4,950	
Student Composition Showcase Application Fee	525	675	(150)	78.00 %
Total Registration - Income	76,085	135,560	(59,475)	56.00 %
Sponsorships		0	0	
2016 Sponsor-Associate-Conservatory Stage	2,500	2,500	0	100.00 %
2016 Sponsor-Associate-JENerations Jazz Festival		6,000	(6,000)	
2016 Sponsor-Associate-New Voices Stage	5,000	5,000	0	100.00 %
2016 Sponsor-Associate-Visions Stage	6,000	0	6,000	
2016 Sponsor-Contributing-JENerosity Celebration Reception	1,000	1,500	(500)	67.00 %
Total Sponsorships	14,500	15,000	(500)	97.00 %
Total 2016 Conference - Louisville	142,320	203,745	(61,425)	70.00 %
2017 Conference - New Orleans		30,900	(30,900)	

Charitable Donations		0	0	
Corporate Donations		0	0	
Herb Alpert Foundation Grant	12,500	15,000	(2,500)	83.00 %
Jamey Aebersold		3,000	(3,000)	
Trad Jazz Curriculum Project	10,000	0	10,000	
Total Corporate Donations	22,500	18,000	4,500	125.00 %
Individual Donations	1,320	6,300	(4,980)	21.00 %
Razoo Foundation	1,721	2,300	(579)	75.00 %
Total Charitable Donations	25,541	26,600	(1,059)	96.00 %
Interest Income	16	26	(10)	61.00 %
Loyalty Program Rewards	4,000	0	4,000	
Membership Dues		0	0	
Individual Categories				
eJEN Membership	8,575	15,570	(6,995)	55.00 %
eJEN upgrade to Full Individual		20	(20)	
Full Individual	33,855	87,375	(53,520)	39.00 %
Youth Category (Ages12-17)	175	0	175	
Total Individual Categories	42,605	102,965	(60,360)	41.00 %
Partner Categories		0	0	
Corporate Partner	14,350	20,350	(6,000)	71.00 %
Institution Partner	11,800	17,500	(5,700)	67.00 %
Network Affiliate - Group	650	900	(250)	72.00 %
School Festival Partner	1,100	800	300	138.00 %
Total Partner Categories	27,900	39,550	(11,650)	71.00 %
Total Membership Dues	70,505	142,515	(72,010)	49.00 %
Online JENeral Store Merchandise	2	50	(48)	3.00 %
Royalty Income		1,032	(1,032)	
Scholarship Income		0	0	
David Baker Scholarship				
David Baker Scholarship		3,000	(3,000)	
Total David Baker Scholarship	0	3,000	(3,000)	0
Hal Leonard Scholarship	1,000	1,000	0	100.00 %
Total Scholarship Income	1,000	4,000	(3,000)	25.00 %
Total Income	\$243,383	\$408,868	\$ (165,485)	60.00 %
Gross Profit	\$243,383	\$408,868	\$ (165,485)	60.00 %
Expenses				
Board of Director's Expense		0	0	
Board Meals	590	2,500	(1,910)	24.00 %
Hotel Expense		0	0	
Hotel Expense Aug	5,427	2,386	3,041	227.00 %
Hotel Expense Jan		3,578	(3,578)	
Total Hotel Expense	5,427	5,964	(537)	91.00 %
Misc. Board Expenses		325	(325)	
Travel Reimbursement	5,398	9,100	(3,702)	59.00 %
Total Board of Director's Expense	11,415	17,889	(6,474)	64.00 %
Conference 2016 - Louisville	1,192	0	1,192	
Food and Beverage		0	0	
Exhibitor Welcome		1,000	(1,000)	
JENerosity Celebration	4,518	15,000	(10,482)	30.00 %
Meal Stipend for Production		4,000	(4,000)	
Presidents Founders Reception	10	8,000	(7,990)	0.00 %
Total Food and Beverage	4,528	28,000	(23,472)	16.00 %
Guest Speaker		0	0	
Housing- Guest Speaker		534	(534)	
Travel Expense - Guest Speaker		600	(600)	

Total Guest Speaker	0	1,134	(1,134)	0
JENeral Store		0	0	
JEN Store Merchandise		2,500	(2,500)	
JEN Store Shipping Expenses		97	(97)	
JENeral Store CD Reimbursements		1,782	(1,782)	
Total JENeral Store	0	4,379	(4,379)	0
License Fees		0	0	
ASCAP Blanket License		1,130	(1,130)	
BMI Blanket License		400	(400)	
SESAC Blanket License		400	(400)	
Total License Fees	0	1,930	(1,930)	0
Miscellaneous Conference Expenses		0	0	
Housing - Composition Showcase Winners		1,142	(1,142)	
Housing - Photographers		761	(761)	
Insurance Special Event/General Liability		1,062	(1,062)	
Shipping/Postage		1,350	(1,350)	
Total Miscellaneous Conference Expenses	0	4,315	(4,315)	0
Production		0	0	
Axxis Inc.	46,200	77,500	(31,300)	60.00 %
Conference Coordinator Team Housing		5,615	(5,615)	
Engineering Charges/Electrical		3,880	(3,880)	
Equipment Rental		1,500	(1,500)	
Freeman - Decorations		10,000	(10,000)	
Miscellaneous Production Expenses		70	(70)	
On Site Hotel Production		500	(500)	
Piano Tuning - Moving		5,000	(5,000)	
Production Housing - Production Coordinators		6,662	(6,662)	
Production Housing-Add'l Rooms Available		761	(761)	
Rigging		6,420	(6,420)	
Total Production	46,200	117,908	(71,708)	39.00 %
Registration Expenses	1,792	0	1,792	
Other Miscellaneous Service Cost	160	1,000	(840)	16.00 %
Registration Badge Assem	308	2,225	(1,917)	14.00 %
Square Processing Fees		1,365	(1,365)	
Total Registration Expenses	2,260	4,590	(2,330)	49.00 %
Security		0	0	
Hotel Lockout Fees		1,500	(1,500)	
Kentucky Center for the Arts Donation (Badge Checkers)		2,500	(2,500)	
Unarmed Guards		2,028	(2,028)	
Total Security	0	6,028	(6,028)	0
Tax		0	0	
State Sales Tax		271	(271)	
Total Tax	0	271	(271)	0
Total Conference 2016 - Louisville	54,181	168,555	(114,374)	32.00 %
Fundraising Expenses	300	0	300	
JAZZ2U Grant Expenses	4,500	12,500	(8,000)	36.00 %
Total Fundraising Expenses	4,800	12,500	(7,700)	38.00 %
Marketing Expense		0	0	
Advertising, Mktg, Promo				
Mail Chimp Fee	420	960	(540)	44.00 %
Total Advertising, Mktg, Promo	420	960	(540)	44.00 %
Marketing General		6,770	(6,770)	
MEA State Shows		0	0	
IMEA Costs		950	(950)	
Total MEA State Shows	0	950	(950)	0

Midwest Band & Orchestra Clinic	1,075	2,550	(1,475)	42.00 %
Printing & Postage	494	770	(277)	64.00 %
Total Marketing Expense	1,989	12,000	(10,012)	17.00 %
Operational Budget		0	0	
Accounting/Legal Services		0	0	
Accounting Firm/Tax Preparation/Annual Audit		11,000	(11,000)	
Legal Fees		1,000	(1,000)	
Quick Books Online Monthly Fee	206	360	(154)	57.00 %
Total Accounting/Legal Services	206	12,360	(12,154)	2.00 %
Bank Charges		0	0	
American Express Card Processing	774	1,685	(911)	46.00 %
Bank of America Merchant Fees	6,988	12,290	(5,302)	57.00 %
Total Bank Charges	7,762	13,975	(6,213)	56.00 %
Insurance		0	0	
D & O Insurance		2,254	(2,254)	
General Liability Insurance	280	509	(229)	55.00 %
Total Insurance	280	2,763	(2,483)	10.00 %
Office Management Expenses		0	0	
Annual IC Stipends		0	0	
IC Expense Bookkeeper	4,083	7,000	(2,917)	58.00 %
IC Expense Marketing/Communications Coordinator	14,588	25,008	(10,420)	58.00 %
IC Expense Office Manager	21,000	36,000	(15,000)	58.00 %
IC Expense Operations Administrator	20,727	26,000	(5,273)	80.00 %
Total Annual IC Stipends	60,399	94,008	(33,609)	64.00 %
Housing Office IC Staff Jan		2,094	(2,094)	
Housing Operations Administrator-Aug		575	(575)	
Misc. Office Expenses	47	1,000	(953)	5.00 %
Office Manager Travel		1,286	(1,286)	
Office Staff Travel	531	835	(304)	64.00 %
Travel - Operations Administrator		500	(500)	
Total Office Management Expenses	60,977	100,298	(39,321)	61.00 %
Office Supplies/Expenses		0	0	
Printing & Reproduction		108	(108)	
Shipping/Postage	194	46	148	422.00 %
Total Office Supplies/Expenses	194	154	40	126.00 %
Total Operational Budget	69,419	129,550	(60,131)	54.00 %
Scholarship/Award Expenses		0	0	
Award Certificates		81	(81)	
Award Plaques	68	1,006	(938)	7.00 %
David Baker Scholar Award		3,000	(3,000)	
Dr. Lou Fischer Jen Co-Founder Scholarship		1,000	(1,000)	
Former Board Member Recognition		125	(125)	
Hal Leonard Scholarship Award		1,000	(1,000)	
LeJENd of Latin Jazz Award		2,000	(2,000)	
Housing-LeJENd of Latin Jazz Award		0	0	
Travel Expense-LeJENd of Latin Jazz	390	0	390	
Total Housing-LeJENd of Latin Jazz Award	390	0	390	0
Total LeJENd of Latin Jazz Award	390	2,000	(1,610)	20.00 %
LeJENds of Jazz Education Award		2,000	(2,000)	
Mary Jo Papich Women in Jazz Scholarship Award		1,000	(1,000)	
MusicFest Scholarship (\$500)		500	(500)	
Total Scholarship/Award Expenses	458	11,712	(11,254)	4.00 %
Website Charges		0	0	
Development	2,345	5,051	(2,706)	46.00 %
Hosting Fee	1,369	2,793	(1,424)	49.00 %

Maintenance	200	7,989	(7,789)	3.00 %
Support	4,265	489	3,776	872.00 %
Web Page Design New		660	(660)	
Website Charges-Security	20	100	(80)	20.00 %
Total Website Charges	8,198	17,082	(8,884)	48.00 %
Total Expenses	\$150,459	\$369,288	\$ (218,829)	41.00 %
Change in Net Assets	\$92,924	\$39,580	\$53,344	235.00 %