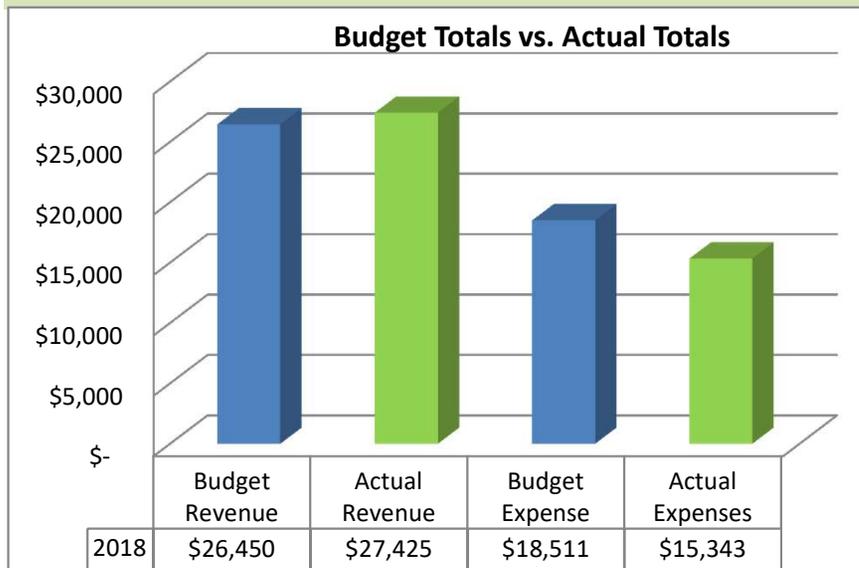


## 2018 Turkey Trot Overview



Summary:

The 2018 Turkey Trot was the 30th running of this Thanksgiving Day tradition. New to the race in 2018, was the Ravinia Ave. turnabout.

To ensure a smooth start, the start line was pushed back a little over 300' south on Ravinia. Participants were instructed to utilize both sides of the roundabout to ensure a fast start. 922 Participants successfully navigated the start on this dry, but chilly morning.

The Turkey Trot has two tier pricing with a price increase that takes effect on 11/1 each year. In 2018, the race sold out on November 5th with 900 participants. Additional participants were accepted into the race to maximize participation bringing the total to 922.

There were 36 race sponsors in 2018 earning \$5,705 in revenue (2017 was \$5,250). Participant registration revenue totaled \$21,720. Event Fee revenues for 2018 increased \$ 5,711 from 2017.

Revenues totaled: \$27,425; Expenses totaled: \$15,693 for a net income of \$11,732.

The Turkey Trot will continue the same successful format in 2019.

| <b>Revenues:</b>         | <b>Budget</b>    | <b>Actual</b>    | <b>Variance</b> |
|--------------------------|------------------|------------------|-----------------|
| Activity Fees            | \$ 22,450        | \$ 21,720        | \$ (730)        |
| Donations / Sponsorships | 4,000            | 5,705            | 1,705           |
| <b>Total Revenues:</b>   | <b>\$ 26,450</b> | <b>\$ 27,425</b> | <b>\$ 975</b>   |

| <b>Expenses:</b>             | <b>Budget</b>    | <b>Actual</b>    | <b>Variance</b> |
|------------------------------|------------------|------------------|-----------------|
| T-Shirts                     | \$ 7,768         | \$ 6,709         | \$ 1,060        |
| Payroll & Benefits           | 4,793            | 3,531            | 1,261           |
| Race Timer Fees              | 2,850            | 2,830            | 21              |
| Printing & Stationery        | 950              | 607              | 343             |
| Awards/Ribbons               | 700              | 567              | 133             |
| Program Supplies             | 800              | 534              | 266             |
| Machinery & Equipment Rental | 50               | 284              | (234)           |
| Porta John Rental            | 250              | 211              | 39              |
| Office Supplies              | -                | 72               | (72)            |
| Entertainment                | 350              | 350              | -               |
| <b>Total Expenses:</b>       | <b>\$ 18,511</b> | <b>\$ 15,693</b> | <b>\$ 2,817</b> |

| <b>Revenue Less Expenses</b> | <b>Budget</b>   | <b>Actual</b>    | <b>Variance</b> |
|------------------------------|-----------------|------------------|-----------------|
| <b>Net Income</b>            | <b>\$ 7,939</b> | <b>\$ 11,732</b> | <b>\$ 3,792</b> |

| <b>Payroll &amp; Benefits:</b>       | <b>Budget</b>   | <b>Actual</b>   | <b>Variance</b> |
|--------------------------------------|-----------------|-----------------|-----------------|
| Parks                                | \$ 2,793        | \$ 1,965        | \$ 828          |
| CSO's                                | 224             | 520             | (296)           |
| Benefits (IMRF, FICA, Medicare)      | 456             | 561             | (105)           |
| Recreation                           | 1,320           | 486             | 834             |
| <b>Total Payroll &amp; Benefits:</b> | <b>\$ 4,793</b> | <b>\$ 3,531</b> | <b>\$ 1,261</b> |