

**VILLAGE OF ORLAND PARK  
2018 CENTENNIAL PARK WEST CONCERT**

**ANTICIPATED REVENUE:**

|                                                     |                 |   |       |            |
|-----------------------------------------------------|-----------------|---|-------|------------|
| Ticket Sales                                        | 5,000           | @ | \$38  | 190,000.00 |
| Sponsorships                                        |                 |   |       | 5,000.00   |
| Vendors (restaurants/food trucks)                   | 6               | @ | \$100 | 600.00     |
| Beer Sales (Miller Products - 50 cases; .24/person) | 1,200           | @ | \$4   | 4,800.00   |
| Beer Sales (Bud Products - 25 cases; .12/person)    | 600             | @ | \$4   | 2,400.00   |
| FMB Sales (5 cases; .024/person)                    | 120             | @ | \$4   | 480.00     |
| Craft Beer Sales (5 cases; .024/person)             | 120             | @ | \$5   | 600.00     |
| Wine Sales (Copa Di Vino - 15 cases .036/person)    | 180             | @ | \$4   | 720.00     |
| Bottle Water Sales (10 cases; .05/person)           | 240             | @ | \$2   | 480.00     |
| <b>Total Beverages Sold (.49/person)</b>            | <b>2,460.00</b> |   |       |            |

**Total Rev** \$205,080.00

**ANTICIPATED SALARY EXPENSES:**

|                                   |                   |         |       |             |          |
|-----------------------------------|-------------------|---------|-------|-------------|----------|
| Event Set-up                      | Park FT           | 36.98   | 16    | 5           | 2,958.40 |
| 2 days straight time              |                   | salary  | # hrs | # employees | Total    |
| Overtime                          | Parks FT          | 55.47 x | 10    | x 10        | 5,547.00 |
| 2:30p- 12:30a                     |                   | salary  | # hrs | # employees | Total    |
|                                   | Police Supervisor | 91.00 x | 7     | x 1         | 637.00   |
|                                   |                   | salary  | # hrs | # employees | Total    |
|                                   | Police FT         | 77.00 x | 7     | x 7         | 3,773.00 |
|                                   |                   | salary  | # hrs | # employees | Total    |
| PT Hourly Wage:                   | CSO's             | 12.00 x | 7     | x 8         | 672.00   |
|                                   |                   | salary  | # hrs | # employees | Total    |
| A. Cann, L. Milkulski, J. Farrell | PT Rec. Staff     | 16.00 x | 7     | x 3         | 336.00   |
|                                   |                   | salary  | # hrs | # employees | Total    |
|                                   | PT Rec. Staff     | 15.00 x | 7     | x 15        | 1,575.00 |
|                                   |                   | salary  | # hrs | # employees | Total    |
|                                   | PT Parks Staff    | 15.00 x | 7     | x 0         | 0.00     |
|                                   |                   | salary  | # hrs | # employees | Total    |

Salary \$15,498.40  
FICA/Medicare \$1,185.63  
IMRF \$1,651.32  
Total Salary \$18,335.34

**2018 Projected IMRF = .1186**

**ANTICIPATED EXPENSES:**

| Object | Account Description            | Narative                                                                                  | Individual Item | Target Amount |
|--------|--------------------------------|-------------------------------------------------------------------------------------------|-----------------|---------------|
| 441300 | Electricity                    | (2) 100KW Generators (main stage)                                                         | 415             | 1,504.00      |
|        |                                | (2-3) 40KW Generator (Band Trailers)                                                      | 293             |               |
|        |                                | (1) 20KW Generator (Delay Tower)                                                          | 350             |               |
|        |                                | (1) 25 KW Generator Vendors/Staff                                                         | 196             |               |
|        |                                | (25) Cable Ramps @ \$10 each                                                              | 250             |               |
| 442300 | Ads & Publications             | Newspaper Ads (4 @ \$600 each)                                                            | 2400            | 2,400.00      |
| 442450 | Entertainment Services         | Headliner (9p - 10:30p)                                                                   | 75000           | 75,000.00     |
|        | Other Services                 | 2 Acts 6p & 7:30p)                                                                        |                 |               |
| 444500 | Machinery & Equipment Rentals  | SL-250 stage, lights, sound w/delay speakers & towers                                     | 13750           | 26,204.45     |
|        |                                | Portable Light Towers (12 @ \$56)                                                         | 672             |               |
|        |                                | Patten/Cat Equip. Delivery/pick-up                                                        | 1200            |               |
|        |                                | Tents/lights/(3) gates, (1) beer sales, (4) sponsors, (4) vendors, (1) tickets/wristbands | 3882.45         |               |
|        |                                | Band Green Room (RV or trailers \$3350 each)                                              | 0               |               |
|        |                                | Fencing (3000 linear feet)                                                                | 6000            |               |
|        |                                | (2) Trash Dumpsters, (1) recycling dumpster                                               | 0               |               |
|        |                                | Ice Truck                                                                                 | 300             |               |
|        |                                | Recycling totes (WM Sponsorship)                                                          | 400             |               |
| 444550 | Porta John Rentals             | (25) Standard Units (\$57 each)                                                           | 1425            | 6,115.00      |
|        |                                | (5) ADA Units (\$97)                                                                      | 485             |               |
|        |                                | (5) Hand Washing Stations (\$67)                                                          | 335             |               |
|        |                                | (3) 300 gallon water/waste support units for trailers                                     | 3870            |               |
| 452850 | Special Event Premiums         | Liability & Rain Insurance                                                                | 3500            | 3,500.00      |
| 460140 | Printing & Stationary          | Posters/Postcards                                                                         | 500             | 3,000.00      |
|        |                                | Stage Banners (sponsor(s)                                                                 | 1500            |               |
|        |                                | Event Tickets (designed in house; printed out of house, perforated)                       | 1000            |               |
| 460150 | Domestics Supplies             | Trash Can Liners (20 cases), Gloves, Zip-Ties, Mosquito Spray                             | 1500            | 1,500.00      |
| 460190 | Uniforms                       | Event Staff T-shirts (50 @ \$6 each)                                                      | 300             | 300.00        |
| 460290 | Other Supplies                 | Wristbands (5000) (10 boxes of 500 @ \$14.49/box + shipping)                              | 175             | 175.00        |
| 460300 | Marketing & Promotion Supplies | Banners                                                                                   | 2000            | 2,000.00      |
| 463300 | Restoration & Ground Supplies  | Turf Repair                                                                               | 1500            | 1,500.00      |
| 464100 | Food & Meals                   | Bands (catering)                                                                          | 1000            | 4,500.40      |
|        |                                | Staff (water/gatorade)                                                                    | 200             |               |
|        |                                | (Miller Products) Beer (50 cases @ 27.95) & FMB Sales                                     | 1397.5          |               |

Will be provided by Terry's, c/o Dave Corradino, at no cost, in exchange for sponsorship

|                                                       |        |                                       |
|-------------------------------------------------------|--------|---------------------------------------|
| (Bud Products) Beer (25 cases @ \$22.10/case )        | 552.5  |                                       |
| FMB - Hayes, Sales (5 cases @ 37.95)                  | 189.75 |                                       |
| Craft Beers, Lake Shore, Sales (5 cases @ 32.63)      | 163.15 |                                       |
| Wines Sales (15 cases, 12/case @ \$22.50/case         | 337.5  |                                       |
| Bottled Water (sales) 10 cases @ \$6/case             | 60     |                                       |
| Ice (200, 20lb. Bags @ \$3/bag beer/wine/water sales) | 600    |                                       |
|                                                       |        | Program Expenses 127,698.85           |
|                                                       |        | Salary Expenses 18,335.34             |
|                                                       |        | <b>Salary &amp; Prog \$146,034.19</b> |
|                                                       |        | 15% \$21,905.13                       |
|                                                       |        | <b>Total Exp \$167,939.32</b>         |
|                                                       |        | <b>Account Bal \$37,140.68</b>        |