

**International Camel Races 2020
MASTER**

Revenue	2018	2019	2020 Budget	2020 Actual
Vendors	4,521.80	6,264.20	4,975.00	0.00
Corp. & Ride Sponsors/Grants	19,274.24	21,059.24	15,000.00	0.00
Ticket/VIP Sales	127,996.23	130,444.70	98,100.00	0.00
Merchandise Sales	12,106.13	18,449.49	12,155.00	0.00
Bar & Coke Trailer Sales	16,360.46	17,102.64	11,115.00	0.00
Parking & Misc.	8,596.32	8,952.00	4,587.50	0.00
Private Cabanas	0.00	0.00	0.00	0.00
Raffle/Auction/Donations	0.00	0.00	0.00	0.00
Total Income	188,855.18	202,272.27	145,932.50	0.00

Expenses					
EX - 001	Main Event - Camels	52,843.75	51,714.19	54,350.00	0.00
EX - 002	Vendor Permits/Licenses	290.00	365.00	390.00	0.00
EX - 003	VIP Tent	8,360.00	9,196.00	7,200.00	0.00
EX - 004	Private Cabanas	0.00	0.00	0.00	0.00
EX - 005	Merchandise	7,701.44	13,421.79	8,700.00	0.00
EX - 006	Additional Entertainment	7,641.05	8,940.57	8,900.00	0.00
EX - 007	Permits/Requirements	730.00	730.00	745.00	0.00
EX - 008	Advertising	6,220.00	9,734.25	5,450.00	0.00
EX - 009	Printing	1,840.49	3,189.29	3,150.00	0.00
EX - 010	Event Supplies	1,451.07	1,559.56	1,335.00	0.00
EX - 011	Tent Rentals	8,716.68	9,753.30	9,772.00	0.00
EX - 012	Additional Rentals	11,973.95	13,546.44	12,865.00	0.00
EX - 013	Bar	8,298.73	8,740.08	6,750.00	0.00
EX - 014	Staff & Benefits	10,895.93	12,352.91	10,600.00	0.00
EX - 015	Contracted Services	7,300.00	7,990.00	6,300.00	0.00
EX - 016	Other Operational/Misc.	286.07	333.27	493.00	0.00
	Total Expenses	134,549.16	151,566.65	137,000.00	0.00

Event Surplus	54,306.02	50,705.62	8,932.50	0.00
----------------------	------------------	------------------	-----------------	-------------

Liquid Blue 85% Commission	46,160.12	43,099.78	7,592.63	0.00
-----------------------------------	------------------	------------------	-----------------	-------------

V.C.T.C. NET	8,145.90	7,605.84	1,339.88	0.00
---------------------	-----------------	-----------------	-----------------	-------------

Total Event Funding	Requested
Event Expense Budget	137,000.00
Event "Cash in Registers"	12,000.00
Misc.	
FINAL	149,000.00

International Camel Races 2020

Vendor Details

REVENUE

Vendors	2019	2020 Budget	2020 Actual	Vendor Rentals/Add-ons		
Accents by Trinity	375.00	300.00		0.00	0.00	
Betty's Curios	375.00	300.00				
Black Ice	485.00					
Brain Freeze Shaved Ice						
Brats, Dogs, Franks	335.00	300.00				
Brights Delights	600.00	450.00				
Cajun Delights						
Chill Grill	375.00	300.00				
Cutco Cutlery	374.40	300.00				
Delta Saloon						
Dollar Loan Center						
Drink Doctor, The						
Earthly Creations						
Fantasy Face Painting						
Fashion Sunglasses	375.00	300.00				
Fatburger Food Truck						
Friar on the Mountain						
Gail Bauer/Sports						
Goldilocks Kettle Corn						
Good's Lemonade	375.00	300.00				
Grandma's Fudge						
Hillbilly Chili						
Island Ice						
J&J Italian Ices						
Jax Kettle Corn						
Kendall's Sugar Shack						
Kingz Concessions	300.00	300.00				
KoKo's Teriyaki	600.00	450.00				
Lilly's Lingerie						
LuLaRoe - Rachael Scott		300.00				
Marbelous Games						
Mr. Margarita	375.00	375.00				
Mr. Pops Gourmet Caramel Corn						
Murphy's Mustard Co.						
Mustang Ranch Steakhouse						
Nature's Candy Co.	374.40	300.00				
Nevada Health Link						
OnStreet Concessions/Snowie Ice						
Outlander, LLC						
Phillys NV						
R&D's Popcorn Alley						
Reno Gazette-Journal						
Rockin' E Custom Works		300.00				
The Smoke Stack Co.	375.00					
Soleil Communications						
Sun Works						
Super Swirl						
Tahoe Activities						
Tandy Leather						
Tillie's Nevada						
Welk Resorts	374.40	300.00				
Western Bling						
Wings & Things						
World Birds of Prey						
Yogurt Beach						
VENDOR ICE SALES	196.00	100.00				
Misc.						
	6,264.20	4,975.00	0.00	0.00	0.00	0.00
REVENUE TOTALS	6,264.20	4,975.00	0.00			

International Camel Races 2020

Vendor Details

EXPENSES

EX - 2.01 Business Licenses

	2019	2020 Budget	2020 Actual
Accents by Trinity	25.00	25.00	
Betty's Curios	25.00	25.00	
Black Ice	25.00		
Brain Freeze Shaved Ice			
Brats, Dogs, Franks	25.00	25.00	
Brights Delights	25.00	25.00	
Cajun Delights			
Chill Grill	25.00		
Cutco Cutlery	25.00	25.00	
Delta Saloon			
Dollar Loan Center			
Drink Doctor, The			
Earthly Creations			
Fantasy Face Painting			
Fashion Sunglasses	25.00	25.00	
Fatburger Food Truck			
Friar on the Mountain			
Gail Bauer/Sports			
Goldilocks Kettle Corn			
Goodi's Lemonade	25.00	25.00	
Grandma's Fudge			
Hillbilly Chili			
Island Ice			
J&J Italian Ices			
Jax Kettle Corn			
Kendall's Sugar Shack			
Kingz Concessions	25.00	25.00	
KoKo's Teriyaki	25.00	25.00	
Lilly's Lingerie			
LuLaRoe - Rachael Scott		25.00	
Marbelous Games			
Mr. Margarita	25.00	25.00	
Mr. Pops Gourmet Caramel Corn			
Murphy's Mustard Co.			
Mustang Ranch Steakhouse			
Nature's Candy Co.	25.00	25.00	
Nevada Health Link			
OnStreet Concessions/Snowie Ice			
Outlander, LLC			
Phillys NV			
R&D's Popcorn Alley			
Reno Gazette-Journal			
Rockin' E Custom Works		25.00	
The Smoke Stack Co.	25.00		
Soleil Communications			
Sun Works			
Super Swirl			
Tahoe Activities			
Tandy Leather			
Tillie's Nevada			
Welk Resorts	15.00	15.00	
Western Bling			
Wings & Things			
World Birds of Prey			
Yogurt Beach			
Misc.		50.00	
	365.00	390.00	0.00

EXPENSE TOTALS 365.00 390.00 0.00

Profit/Loss 5,899.20 4,585.00 0.00

International Camel Races 2020
Revenue Detail

Sponsorships/Rides/Donations	2019	2020 Budget	2020 Actual
Ames Construction			
Barrels O' Candy			
Bonanza Saloon			
Bucket of Blood	1,000.00	1,000.00	
Comstock Creamery			
Daniels Security Management			
Dave Collins Mastering			
Delta Saloon			
Dolan Auto Group	9,000.00	9,000.00	
Elko Visitors Authority			
Gold Hill Hotel			
Gradma's Fudge			
Great Basin Orthopaedics	1,000.00		
Harney Properties	499.24		
Hedrick's Promotions	260.00		
Hrischi Masonry			
Humpty Dumpty			
International Order of Camel Jockies	300.00		
Invisible Fence of the Sierras			
Lost Moose Ranch/Jackie McGuffy			
Mark Twain Saloon & Casino			
Marshall Mint			
Mustang Ranch Lounge	3,000.00		
NCOT			
New West Distributing	2,000.00	2,000.00	
PricewaterhouseCoopers			
R.S.C.V.A.			
Red Dog Saloon	1,000.00	500.00	
Red's Candies			
Rory's Towing	500.00	1,000.00	
S & S Stables		500.00	
Stone Age Quarry/Comstock Rock			
Ponderosa Saloon			
V.C. Taphouse			
Washoe Camp Saloon			
Weil, Laurel			
The Washoe Club / Photo Shop			
Waste Management	2,500.00		
Misc.		1,000.00	
Totals	21,059.24	15,000.00	0.00

Ticket Sales - (50% Capacity - Typical Budget is 65.5% of Sell-out)

EventBrite Sales	67,568.00	50,000.00	
CC/Square Pre-Event		2,000.00	
CC/Square @ Event	37,967.70	26,200.00	
Cash Sales	22,764.00	18,000.00	
Checks Pre-Event (VIP Group)	1,375.00	1,900.00	
VCTC - Visitor's Center Sales	770.00		
Misc.			
Totals	130,444.70	98,100.00	0.00

Merchandise (65% of 2019)

Cash Sales	6,661.00	4,355.00	
CC/Square Sales	11,788.49	7,800.00	
% of Sales from Vendor			
Misc.			
	18,449.49	12,155.00	0.00

Bar Sales (65% of 2019)

Cash Sales	15,388.00	10,010.00	
Coke Trailer Cash Sales	701.00	455.00	
CC/Square Transactions	1,013.64	650.00	
Misc.			
	17,102.64	11,115.00	0.00

Parking & Other Misc. (65% of 2019)

Parking Fees - CASH Main	6,750.00	4,387.50	
Parking Fees - CASH Courthouse			
Parking CC/Square Sales			
Grant Funding (NDOT)	2,000.00		
ATM Machine Commissions	202.00	200.00	
Misc.			
	8,952.00	4,587.50	0.00

Private Cabanas

Friday (\$2K)	0.00	0.00	
Saturday (\$2.5K)			
Sunday (\$2K)			
Totals	0.00	0.00	0.00

Raffle/Auction/Donations

Cash Sales	0.00	0.00	
CC/Square Transactions			
Misc.			
	0.00	0.00	0.00

	Kids/Local	GA	Premium	In-Arena	VIP	
Friday	\$ 8.00	\$ 12.00	\$ 22.00	\$ -	\$ 55.00	SELL-OUT REVENUE \$ 196,280.00
Saturday	\$ 12.00	\$ 15.00	\$ 25.00	\$ -	\$ 55.00	
Sunday	\$ 12.00	\$ 15.00	\$ 25.00	\$ -	\$ 55.00	
Total/Day	1,555	450	0	300		

CAMEL RACE - FINAL TICKET #s						Arena Rental @ .60c	
	EventBrite	Square/CC	Cash Sales	Pre-Sales	COMPS		
2020 FINAL						0	\$ -
2019 FINAL	2,514	1,819	989	103	517	5,942	\$ 3,565.20
2018 FINAL	2,522	1,827	1,156	117	374	5,996	\$ 3,597.60
2017 FINAL	2,941	1,616	1,191	55	542	6,345	\$ 3,807.00
2016 FINAL	2,428	1,511	1,792	46	326	6,103	\$ 3,661.80

Big Bleacher Max	1,246	Per Day
Small Bleacher Max	950	Per Day

International Camel Races 2020

Expense Detail

EX - 01 Main Event	2019	2020 Budget	2020 Actual
Hedricks Production	47,500.00	50,000.00	
Hay for Animals	616.69	650.00	
IOCJ Donation			
Dolan Camel Rides (100)	500.00	500.00	
Hotel Room Nights - Jockeys	2,597.50	2,600.00	
Water Truck & Water Usage	500.00	600.00	
	51,714.19	54,350.00	0.00

EX - 03 VIP Tent	2019	2020 Budget	2020 Actual
Food/Caterer @ \$11 per person	9,196.00	7,200.00	
Decorations			
Misc. Supplies			
	9,196.00	7,200.00	0.00

EX - 04 Cabanas	2019	2020 Budget	2020 Actual
Rentals (\$400ea)	0.00	0.00	
Food/Catering (\$200 ea)			
Beer/Wine (\$50ea)			
Soda/Water (\$50ea)			
Snack Food & Supplies			
Misc.			
	0.00	0.00	0.00

EX - 05 Merchandise (65% of 2019)	2019	2020 Budget	2020 Actual
T-shirts & Hoodies	7,798.37	5,000.00	
Hat Order	5,623.42	3,700.00	
Stuffed Camels			
Misc.			
	13,421.79	8,700.00	0.00

EX - 06 Additional Entertainment	2019	2020 Budget	2020 Actual
Amplified Entertainment	7,850.00	7,850.00	
DJ Fees			
Halftime/Intermission Little Person			
Hotel Room Nights			
In-Arena Game Supplies	715.57	400.00	
Live Band/Entertainment			
MC - Larry Elliot			
National Anthem Singer & Hotel	375.00	650.00	
NV State Gunfighters			
Pony Express - Donation			
Sound Management Fee			
VC Docents			
Misc.			
	8,940.57	8,900.00	0.00

EX - 07 Permits/Requirements	2019	2020 Budget	2020 Actual
Liquor Licenses	30.00	20.00	
Fire - Fire Extinguishers			
Ambulance	675.00	675.00	
NDOT - Cones, Barricades, Signs			
Police/NHP			
Noise/Sound			
Organizer/Event Permit (Health)	25.00	50.00	
Misc.			
	730.00	745.00	0.00

EX - 08 Advertising	2019	2020 Budget	2020 Actual
Eblast Fees	175.00	200.00	
Facebook Promotions	1,250.00	1,250.00	
Google Ad Words	7,683.00	4,000.00	
Online/Digital, Print, Radio, TV			
Graphic Design Fees	376.25		
Video Editing Fees	250.00		
Misc.			
	9,734.25	5,450.00	0.00

EX - 11 Tent Rentals (Camelot)	2019	2020 Budget	2020 Actual
VIP TENT	2,244.00	2,250.00	
Beer Tents	734.40	735.00	
Cabana Tent			
Apparel Tent	170.00	170.00	
Ticket & Additional Tents	765.00	765.00	
Animal & East Shade Tents	2,208.30	2,200.00	
Staging & Stage Tent	503.88	510.00	
Tent Sidewalls	414.37	415.00	
Tables & Umbrellas	1,341.08	1,350.00	
Linens	643.87	650.00	
Chairs	416.05	415.00	
Safety Package	204.00	204.00	
Horse Trough/Stanchion/Podium	167.45	175.00	
Astro Turf, Decorative Fencing	657.90	675.00	
Delivery - Camelot	308.00	308.00	
Labor - Camelot	150.00	150.00	
Camelot Sponsorship/Discount	(1,175.00)	(1,200.00)	
Misc.			
	9,753.30	9,772.00	0.00

EX - 12 Additional Rentals	2019	2020 Budget	2020 Actual
Arena Property Rentals	3,565.20	2,850.00	
Bleacher Rentals			
Gator/Trailer Rentals	600.00	600.00	
Golf Cart Rentals	757.86	775.00	
Lights & Generators	3,200.00	3,200.00	
Pierce Lot Rentals			
Restroom & Fencing Rentals	4,790.81	4,800.00	
Sound/Audio			
Traffic Equip./NV Barricade	200.00	200.00	
Trash Service/Rentals	432.57	440.00	
Scissor Lifts for Sound			
Misc.			
	13,546.44	12,865.00	0.00

EX - 13 Bar & Coke Trailer	2019	2020 Budget	2020 Actual
Beer (minus Cabanas)	3,361.00	2,600.00	
Liquor	1,313.87	800.00	
Mixers, Beverage Supply			
Reimbursement/Bucket Blood	48.00		
Soda/Water	1,129.28	800.00	
V.C.T.C. Wine & Gin	770.00	600.00	
Ice	1,132.93	1,200.00	
Supplies, Cups, Glassware		50.00	
Bar Team Donation (6%)	985.00	700.00	
Misc.			
	8,740.08	6,750.00	0.00

EX - 14 Staff & Benefits	2019	2020 Budget	2020 Actual
Misc. Event Staff	3,315.00	3,300.00	
Maint. Crew - LABOR READY			
Merchandise Staff	940.00	940.00	
Ticket Takers/Box Office	3,300.00	2,750.00	
Golf Cart/Shuttle Drivers	825.00	825.00	
Parking Team Donation (29%)	1,960.00	2,450.00	
Food/Beverage			
Hump Day - RAD Expenses			
I.O.C.J. Arena Shirt Order	1,678.46		
Kids Raffle Split/Donation			
Shirts	334.45	335.00	
Vendor Staff Food Payouts			
Misc. - Cleanup Hours			
	12,352.91	10,600.00	0.00

International Camel Races 2020

Expense Detail

EX - 09 Printing

Billboard Sign Job	150.00	150.00	
Food& Drink Vouchers (VIP)			
General Printing & Laminating		100.00	
Lanyards Badges	219.61	200.00	
Parking Passes	228.49	150.00	
Posters/Flyers	494.01	250.00	
Program/Schedule of Events	371.35	300.00	
RSCVA Replacement Flag			
Signage/Banners/Flags	1,725.83	2,000.00	
Tickets			
Washoe County School			
Misc.			
	3,189.29	3,150.00	0.00

EX - 15 Contracted Services

Arena Main/Labor - Dirt Work			
Parade Organizer Fee			
Photographer	450.00		
Reed High School Donation	3,570.00	3,500.00	
Security/ Martin-Ross/ESI			
Trolley & Other Transportation	1,500.00	1,500.00	
UNR Circle K Club	180.00		
Videographer	1,750.00	750.00	
W. C. Safe & Sober Found.	240.00	250.00	
Wi-Fi Setup/Service	300.00	300.00	
Misc.			
	7,990.00	6,300.00	0.00

EX - 10 Event Supplies

Arena Sound Wiring System			
Beads			
Bees - Bait/Meat	166.61	100.00	
Coin Dig Supplies	115.22		
Decorations/Hay	184.66	185.00	
Home Depot Supplies	219.50	250.00	
Kwik Covers/Table Covers	433.18	200.00	
Lanyards			
Office Supplies			
Temporary Tattoos			
Ticket Purchase Wristbands	283.53	200.00	
Wristbands "Over 21"			
Zip Ties, Velcro Tape, Etc.	156.86	150.00	
Misc.		250.00	
	1,559.56	1,335.00	0.00

EX - 16 Other Operational/Misc.

Artwork Fees/Purchases	133.00	120.00	
Decorations			
Dump Run			
Gas Refills	90.17	100.00	
Postage	26.00	26.00	
Sponsorship Plaques			
Property Power & Water Fees			
Ticket Refunds			
Check Re-order	84.10	85.00	
Storey County Van Expenses			
Misc.		162.00	
	333.27	493.00	0.00