

Table 3. Different Estimates of Income Submitted by FNL to the Town

| YEAR | Proforma | | | Tax Return | Unaudited as of | | |
|--|------------------|------------------|------------------|------------------|-----------------|-----------------|-----------------|
| | 2014 | 2013 | 2012 | 2012 Tax Return | 12/31/13 | 12/31/11 | 12/31/10 |
| REVENUES | | | | | | | |
| Concession Sales | \$142,000 | \$135,000 | \$125,000 | | | | |
| Sponsor Income | \$80,000 | \$75,000 | \$58,000 | | | | |
| Glow Necklace Sales, Popcorn Sales, and Tips Allocated to ANG & Volunteer Party | \$16,700 | \$16,700 | \$16,700 | | | | |
| Total Revenues | \$238,700 | \$226,700 | \$199,700 | \$244,213 | | | |
| EXPENSES | | | | | | | |
| Cost of Goods Sold | \$67,000 | \$60,000 | \$52,000 | | | | |
| Ice | \$2,500 | \$2,400 | \$2,400 | | | | |
| Sales Tax | \$7,100 | \$6,750 | \$6,250 | | | | |
| Advertising & Signage | \$8,000 | \$7,000 | \$7,000 | | | | |
| Bands | \$45,000 | \$39,000 | \$34,100 | | | | |
| Insurance | \$1,500 | \$1,500 | \$1,500 | | | | |
| Liquor Licenses | \$700 | \$700 | \$700 | | | | |
| Sanitation Facilities | \$6,200 | \$6,200 | \$6,200 | | | | |
| Sound | \$11,350 | \$11,350 | \$10,400 | | | | |
| ASCAP Fee | \$229 | \$229 | \$229 | | | | |
| Salaries & Consulting Fees | \$18,000 | \$18,000 | \$16,000 | | | | |
| Misc. Equip. and Supplies | \$3,700 | \$3,700 | \$3,700 | | | | |
| Volunteer Incentives | \$2,204 | \$2,204 | \$2,204 | | | | |
| Sponsor Related Expenses | \$3,000 | \$3,000 | \$3,000 | | | | |
| Town of Herndon Reimbursement | \$10,000 | \$10,000 | \$10,000 | | | | |
| Charitable Contributions | \$21,500 | \$21,500 | \$21,500 | \$5,948 | | | |
| Total Expenses | \$207,983 | \$193,533 | \$177,183 | \$159,616 | | | |
| NET INCOME | \$30,717 | \$33,167 | \$22,517 | \$84,597 | \$79,566 | \$48,146 | \$66,553 |