

**Sweet Adelines International Corp. Harmony Heartland**  
**Profit & Loss by Class**  
**May 1, 2016 through September 26, 2019**

|                                          | Regional Convention 2017 | Regional Convention 2018 | Regional Convention 2019 | TOTAL      |
|------------------------------------------|--------------------------|--------------------------|--------------------------|------------|
| Ordinary Income/Expense                  |                          |                          |                          |            |
| Income                                   |                          |                          |                          |            |
| 4000 · Program Income                    |                          |                          |                          |            |
| 4026 · CARS Registration                 | 0.00                     | 0.00                     | 0.00                     | 0.00       |
| 4025 · No Stay Fee                       | 0.00                     | 50.00                    | 325.00                   | 375.00     |
| 4022 · Scooter Rentals                   | -153.00                  | 0.00                     | 0.00                     | -153.00    |
| 4019 · Webcast Donations                 | 3,074.00                 | 3,919.00                 | 4,428.00                 | 11,421.00  |
| 4015 · Ways & Means - The Hub            | 255.00                   | 646.25                   | 273.20                   | 1,174.45   |
| 4003 · All Events - Regional Comp        | 56,765.00                | 54,710.00                | 58,345.00                | 169,820.00 |
| 4005 · DVD, Video, CD Income             | 850.00                   | 775.00                   | 875.00                   | 2,500.00   |
| 4008 · Hotel Rebates                     | 2,395.00                 | 14,880.00                | 14,400.00                | 31,675.00  |
| 4009 · Jumbotron                         | 1,140.00                 | 930.00                   | 1,310.00                 | 3,380.00   |
| 4010 · Picture Rebate                    | 1,810.75                 | 1,792.75                 | 2,280.75                 | 5,884.25   |
| 4011 · Video Stipend                     | 1,000.00                 | 1,000.00                 | 1,000.00                 | 3,000.00   |
| 4012 · Booth Rentals - Ways & Means      | 2,300.00                 | 41.00                    | 930.00                   | 3,271.00   |
| 4099 · FourScore Booklets                | 249.50                   | 175.50                   | 181.50                   | 606.50     |
| Total 4000 · Program Income              | 69,686.25                | 78,919.50                | 84,348.45                | 232,954.20 |
| Total Income                             | 69,686.25                | 78,919.50                | 84,348.45                | 232,954.20 |
| Expense                                  |                          |                          |                          |            |
| 6000 · Operating Expenses                |                          |                          |                          |            |
| 6022 · Photography Expense               | 250.00                   | 250.00                   | 652.28                   | 1,152.28   |
| 6002 · ASCAP-BMI Fees                    | 1,053.08                 | 1,052.70                 | 983.15                   | 3,088.93   |
| 6003 · Facility and Equip Rental         |                          |                          |                          |            |
| 6003d · Pipe and Drapes                  | 1,272.00                 | 1,702.00                 | 1,672.00                 | 4,646.00   |
| 6003a · AV Equipment                     | 0.00                     | 0.00                     | 2,245.00                 | 2,245.00   |
| 6003b · Auditorium                       | 22,584.25                | 35,125.00                | 33,765.90                | 91,475.15  |
| 6003c · Risers                           | 2,300.00                 | 650.00                   | 400.00                   | 3,350.00   |
| 6003 · Facility and Equip Rental - Other | 1,686.16                 | 0.00                     | 0.00                     | 1,686.16   |
| Total 6003 · Facility and Equip Rental   | 27,842.41                | 37,477.00                | 38,082.90                | 103,402.31 |
| 6004 · Awards                            | 2,819.88                 | 3,356.37                 | 4,826.64                 | 11,002.89  |
| 6005 · Food and Beverage                 | 54.46                    | 928.59                   | 1,338.44                 | 2,321.49   |
| 6006 · Judge Expenses                    | 6,018.47                 | 6,603.85                 | 3,016.80                 | 15,639.12  |
| 6007 · Lodging                           |                          |                          |                          |            |
| 6007a · Chairs                           | 1,085.19                 | 573.94                   | 2,011.92                 | 3,671.05   |
| 6007b · RMT and Secretary                | 3,959.31                 | 9,007.55                 | 2,212.37                 | 15,179.23  |
| 6007d · Techs                            | 0.00                     | 25.00                    | 0.00                     | 25.00      |
| Total 6007 · Lodging                     | 5,044.50                 | 9,606.49                 | 4,224.29                 | 18,875.28  |
| 6008 · Per Diem Reimbursement            |                          |                          |                          |            |
| 6008a · Chairs                           | 1,170.00                 | 1,252.00                 | 1,255.00                 | 3,677.00   |
| 6008b · RMT and Secretary                | 480.00                   | 450.00                   | 450.00                   | 1,380.00   |
| Total 6008 · Per Diem Reimbursement      | 1,650.00                 | 1,702.00                 | 1,705.00                 | 5,057.00   |
| 6009 · Contract Services                 |                          |                          |                          |            |
| 6009c · Sound, Lighting and Recording    | 21,700.00                | 21,200.00                | 24,010.12                | 66,910.12  |
| Total 6009 · Contract Services           | 21,700.00                | 21,200.00                | 24,010.12                | 66,910.12  |
| 6010 · Postage, Mailing Service          | 1.82                     | 0.00                     | 0.00                     | 1.82       |
| 6011 · Printing and Copying              | 565.50                   | 1,480.00                 | 765.06                   | 2,810.56   |
| 6012 · Supplies                          | 336.36                   | 809.99                   | 497.03                   | 1,643.38   |
| 6016 · Travel                            |                          |                          |                          |            |
| 6016a · Chairs                           | 1,432.64                 | 1,467.24                 | 1,098.38                 | 3,998.26   |
| 6016b · RMT and Secretary                | 152.00                   | 225.12                   | 511.56                   | 888.68     |
| 6016 · Travel - Other                    | 0.00                     | 0.00                     | 0.00                     | 0.00       |
| Total 6016 · Travel                      | 1,584.64                 | 1,692.36                 | 1,609.94                 | 4,886.94   |
| 6017 · Bank Service Charges              | 909.40                   | 1,056.79                 | 1,063.97                 | 3,030.16   |
| Total 6000 · Operating Expenses          | 69,830.52                | 87,216.14                | 82,775.62                | 239,822.28 |
| Total Expense                            | 69,830.52                | 87,216.14                | 82,775.62                | 239,822.28 |
| Net Ordinary Income                      | -144.27                  | -8,296.64                | 1,572.83                 | -6,868.08  |
| Net Income                               | -144.27                  | -8,296.64                | 1,572.83                 | -6,868.08  |