

ANM Income Report

Registrations and Attendance. \$9,760 was collected in meeting registrations for 100 individuals. \$125 of this amount was for 5 people that paid for Saturday registration. There were 122 attendees including those that did not pay registration, such as staff, Steering Committee members, and those that only bought merchandise or came to the fundraiser. There were certainly even more people in attendance during the local candidates forum and Jill's keynote, but we have no way to track that information.

Registrations	\$9,760
-Saturday Only	\$125
Lunch	\$690
Fundraiser Tickets	\$1,646
Fundraiser Donations	\$6,032
Fundraiser Drinks	\$783
Ballot Access Auction	\$868
Anti-Racism Training	\$1,205
Merchandise	\$1,006
TOTAL	\$21,920

Keynote Lunch. We sold 46 tickets at \$15 each for a total of \$690. Food was purchased for 50 people.

Saturday Fundraiser. The fundraiser grossed \$8,461. The expenses were \$1,950, leaving a net of \$6,511. Attendance was 70 people, with 60 full-price (\$25) tickets being sold, and 10 tickets sold at various discounts. Drink sales accounted for \$783, which equates to roughly 157 drinks sold, or 2.25 drinks/attendee. While not everyone was drinking, this is a useful statistic for estimating alcohol consumption at future events.

BAC Silent Auction. The silent auction to benefit the Ballot Access Committee raised \$868. This is the only figure in this report that may change or increase. Staff left the SC meeting at noon on Sunday in order to drive Jill Stein to the airport. Jody stayed through the very end of the meeting and may have collected a few more donations.

Anti-Racism Training. \$1,205 was raised by Hillary Kane in order to fund the anti-racism workshop held on Thursday and Friday.

Merchandise. \$1,006 in merchandise was sold at the meeting. Only \$600 in merchandise had been sold for the year before the meeting. Both the new t-shirt design and the new shade of the classic design were very popular at the meeting.

Budget Tracking & Categories. The ANM portion of our budget is specific to meeting registrations. This means the final number for this year's ANM budget category is \$9,760. It was budgeted for \$20,000. For comparison, the ANM budget last year was \$28,000, and \$28,245 was generated via registrations. For this year, this means that 1) another 100 people needed to attend and register; or 2) less than \$20,000 should have been budgeted for a meeting of this size; or 3) the registration price needs to be significantly higher.

However, the impact of the ANM on fundraising can't be overstated. While the merchandise will be allocated to its proper category, and the other sub-categories in the report will be tracked as donations, the ANM provides an incredible opportunity for effective fundraising. The staff feels that this was a very successful and positive meeting.

Brian Bittner, Office Manager, GPUS
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