

PROJECT COST MANAGEMENT PRJM 6001

SEMESTER 2, 2018

UNIT CO-ORDINATOR: Charles Reynolds

ASSIGNMENT 1

COST ESTIMATING, BUDGET and CASH FLOW

Due 10th September 2018

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PRJM 6001

Dear Mr Reynolds,

PRJM 6001 BUSINESS CASE FOR HANDS UP IN THE AIR FESTIVAL

Enclosed for your consideration is the business case submission for the two-day music festival **HANDS UP IN THE AIR**.

This submission is presented in five parts and will cover the elements discussed in the scope meeting held on 06/08/2018:

1.0 EXECUTIVE SUMMARY**2.0 COST ESTIMATES****3.0 DETAILED BUDGET FOR PROJECT LIFE CYCLE****4.0 CASH FLOW OF REVENUE AND EXPENDATURE FOR PROJECT LIFE CYCLE****5.0 CONCLUSIONS AND RECOMMENDATIONS**

Appendix A has been included to show price source and references, should you wish to confirm or further investigate the prices offered here. The Beninawesome project team look forward to discussing the project further with you and hope to work with you in this endeavour.

Kind Regards,

Louise Benincasa

Louise Benincasa

Project Manager

BENINAWESOME PROJECT MANAGEMENT TEAM

HANDS UP IN THE AIR FESTIVAL

BUSINESS CASE

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1.0 EXECUTIVE SUMMARY

HANDS UP IN THE AIR is an exciting new festival which will ignite the Pinjarra region of Western Australia over two days in March, 9th-10th, 2019. The details as discussed in the scope meeting are below:

- Target market is 18-28 year olds, allowing a licenced festival
- Two international music acts suitable to the target market to perform each day
- Local DJ's, bands and talent will fill the remaining bill time
- Camping for festival days to be offered
- Expected 4000-6000 attendees

1.1 Cost Estimate

For your consideration is a detailed bottom-up cost estimate of all festival requirements which reflects all expenses to be expected in successful delivery. Our experience in festival planning and management allows us the confidence to present to you an accurate budget with realistic profit calculations. The prices are current as of August 2018 and are shown in Australian dollars. For estimates acquired in foreign currency, an exchange rate current 10/08/2018 has been used. A contingency of 5% has been included. We consider this adequate for a music festival of this nature.

1.2 Headline and Support Acts

As established during the scope meeting, a 25% profit is desired. To achieve this, the following acts are billed to attract the target market with the aim of maximum ticket sales.

1.2.1 Headline Act: Kendrick Lamar to perform 9th March 2019

Twelve-time Grammy Award winner Kendrick Lamar Dauckworth (AKA Kendrick Lamar) has had a rewarding career since releasing his first full-length 'Mix Tape' in 2004. Originally from Compton, Kendrick began touring as a rap artist in 2010, frequenting popular festivals and sold-out shows. His latest album, DAMN has sold over 1.2 Million copies and won the 2018 Pulitzer Prize for music.

1.2.2 Support Act: M.I.A to perform 9th March 2019

Mathangi "Maya" Arulpragasam (AKA M.I.A) is a British rapper/singer/songwriter, artist, model and producer. She is well known for her activism in human rights, strong political opinions and philanthropy. Her first musical release was in 2004 and she began touring in 2005. M.I.A has been nominated for an Academy Award, Grammy Award, Brit Award, Mercury Prize, Alternative Turner Prize, MOBO Award, MTV Video Music Award, and MTV Europe Music Award. Her latest album, AIM, released in 2016 sold over 6000 copies in its first week

1.2.3 Headline Act: Kid Cudi to perform 10th March 2019

Scott Ramon Seguro Mescudi (AKA Kid Cudi) is a rapper/actor and philanthropist originating from Ohio. Kid Cudi's first musical release was in 2008 and he has since released six studio albums and toured numerous high-profile festivals. He is known for his 'cult like status' with high-school students which is reflected in the estimated 5.2 million digital sales of his singles. Kid Cudi has collaborated with numerous prominent DJ's and rappers such as Jay Z, Snoop Dogg and David Guetta.

1.2.4 Support Act: A\$AP Rocky to perform 10th March 2019

Rakim Mayers (AKA A\$AP Rocky), a rapper/producer/actor from New York City, released his first 'Mix tape' in 2011 to critical acclaim, landing him a contract with Sony Entertainment. He has released two studio albums which both debuted at number one on the US charts 'Billboard 200'. A\$AP Rocky's latest album, *At. Long. Last. A\$AP*, has sold over 116,000 copies in the US.

1.3 Sponsorship

Sponsorship to the total of \$40,000.00 from the Western Australia Government has been secured, allowing a lower working capital. Three tiers of sponsorship have been offered and attained which has secured an additional \$80,000.00 for initial expenses. Details of sponsorship are included in the revenue spreadsheet. Festival and camping tickets will be released in blocks, five months before the festival. This will allow revenue to arrive before and during peak expenditure times.

1.4 Ticket prices

Ticket prices have been set at \$180.00 for a single day ticket, at a capacity of 3000 tickets and discounted \$300.00 for a two-day ticket, also set at a 3000 ticket capacity. The camping tickets offer two alternatives: A 'Glamping' package where all camping equipment is included, set at \$680 for a double tent for two nights with a capacity of 1000 tickets; and basic camp site fee where festival goers

will need to bring their own equipment. An allocation of 3000 tickets for the basic camping are set at \$100 each with a maximum of four people per tent. All camping facilities and infrastructure is in place at Fairbridge and included in the grounds hire cost.

1.5 Profit summary

The attached budget, timeline and cash flow considers the best-case scenario of 6000 attendees. For your consideration, the below summary also indicates the worst-case scenario of only 4000 attendees. This allows realistic expectations of predicted profit. From the detailed expenditure and profit calculations provided, a working capital of at least \$310,000.00 - \$320,000.00 is required, depending on best/worst-case scenario and the implementation of saving measures. An overall-summary of revenue and expenses is as follows:

1.5.1 Summary of revenue and expenses with 6000 tickets sold:

Summary		Summary	
REVENUE		EXPENSES	
Revenue item	Income	Expense item	Budget allocation
Sponsorship	\$120,000.00	Employee Expenses	\$27,500.00
Food and beverage	\$151,000.00	Consumables	\$4,264.00
Merchandise	\$41,430.00	Motor Vehicle	\$12,685.00
Camping	\$980,000.00	Travel	\$211,197.00
Parking	\$80,000.00	Consultancy	\$12,300.00
Ticket sales	\$1,440,000.00	Contractors	\$627,200.00
Bond return	\$4,627.00	Marketing and PR	\$66,370.00
Total Income	\$2,817,057.00	Headline	\$551,600.00
		Support	\$24,810.00
		Theming	\$80,000.00
		Venue Hire	\$76,430.60
		Production	\$98,882.00
		Hire Equipment	\$491,481.00
		Hospitality and Entertainment	\$17,000.00
		Other Admin	\$105,584.00
		Contingency	\$120,000.00
		Total Expenditure	\$2,527,303.60

TOTALS	
Total Income	\$2,817,057.00
Expenses	\$2,527,303.60
Total revenue	\$289,753.40

Percentage profit
over expenses

11.46%

1.5.2 Summary of revenue and expenses with 4000 tickets sold where expenditure is the same:

Summary	
REVENUE	
Revenue item	Income
Sponsorship	\$120,000.00
Food and beverage	\$100,656.60
Merchandise	\$27,617.24
Camping	\$653,268.00
Parking	\$53,328.00
Ticket sales	\$959,904.00
Bond return	\$4,627.00
Total Income	\$1,919,400.84
TOTALS	
Total Income	
	\$1,919,400.84
Expenses	
	\$2,527,303.60
Total revenue	
	-\$607,902.76

Percentage profit over expenses -24.05%

Implementing suggested cost saving measures, discussed in detail in section 3.1, would increase the percentage profit over expenses to 20% if all tickets are sold or decrease the loss to 18% should only 4000 tickets be sold. With savings implemented, the totals of revenue and expenses appear as follows:

1.5.3 Summary of revenue and expenses with 6000 tickets sold (cost saving measures):

TOTALS FULL SALES	WITH SAVINGS
Total Income	
	\$2,817,057.00
Expenses	
	\$2,338,715.60
Total revenue	
	\$478,341.40

Percentage profit
over expenses 20.45%

1.5.4 Summary of revenue and expenses with 4000 tickets sold (cost saving measures):

TOTALS FULL SALES	WITH SAVINGS
Total Income	
	\$1,919,400.84
Expenses	
	\$2,338,715.60
Total revenue	
	-\$419,314.76

Percentage profit
over expenses -17.93%

1.6 Conclusions and Recommendations

The profit margin does not meet the minimum 25% profit, and in fact runs at a 24% loss if not all tickets are sold. Cost saving measures are suggested which can improve the profit margin to 20% or limit loss to %18. However, as this is a new festival with outstanding headline and supporting acts, we foresee an excellent reception with the target audience and from previous festival summaries expect full ticket sales. A 11.5% - 20% profit for a new festival with competitive prices for ticketing is considered, by us, a worthwhile endeavour.

It is recommended that you consider proceeding with the festival with a potential profit of 11.5% - 20%, as future rounds of the festival will have greater interest, allow more ticket sales and higher ticket prices and increased profit potential.

2.0 COST ESTIMATES

The following is a detailed list of the contents of the estimate and respective costs. The prices are in Australian Dollars and are current as of August 2018. For quotes that were obtained in foreign currency, an exchange rate current 10/08/2018 was used. Appendix A contains screen shots of the quotes and links to the quote source for you to peruse at your leisure.

The resulting cost price of the tickets, without considering revenue is \$421.22 /ticket if all tickets are sold and \$613.83 /ticket if only 4000 tickets are sold. This has been calculated to give an idea of cost per ticket considering expenses only.

EXPENSES TOTAL

Item	Notes and Calculations	Supplier	Total
Employee Related Expenses			\$27,500.00
Project Coordinator/Team	For duration of event, will be provided with monthly wage until completion of event. Previous Charged for equivalent event for Queensland Government @ \$20,000	BNE gov	\$27,500.00
Consumables			\$4,264.00
Staff Water	Water for staff 5 x 1920 bottle case of water @ \$452 / 1920 pack	Office works	\$2,260.00
Wrist bands	Entry Bands for 6000 @ \$33.40/100 pieces	Office works	\$2,004.00
Motor Vehicle			\$12,685.00
Fuel	Fuel expenses for site visits + and transport (mostly in last 2 months)	GuessWorks	\$10,000.00
Motor Vehicle Expenses	4 x 8ppl Van hire x 5 days +Insurance +end refuel +\$550 returned bond	Alpha Car Hire	\$1,985.00
Parking	On site including site selection, inspection, event set up, event days and pack-down.	GuessWorks	\$700.00
Travel Costs - list individually			\$211,197.00
Limo hire	4 x acts to and from airport x 2 ways @ \$290 per car holding up to 10 passengers	Belle Classic Limousines	\$2,320.00

Item	Notes and Calculations	Supplier	Total
Accommodation			
	Headline acts 4 nights up to 49 people. Price calculated from Fairbridge on-site accommodation list of first three cottages. 10% Discount included for two or more days hire.	Fairbridge Accommodation + 10% Discount	\$5,850.00
	Entertainment and DJ 4 nights up to 45 people. Price calculated from Fairbridge on-site accommodation list of next four available cottages. 10% Discount included for two or more days hire.	Fairbridge Accommodation + 10% Discount	\$5,454.00
	Staff 4 nights up to 260 people (approximately half hired staff). Price calculated from Fairbridge on-site accommodation list of remaining available cottages. 10% Discount included for two or more days hire.	Fairbridge Accommodation + 10% Discount	\$21,888.00
Airfares			
	Kendrick Lamar, LA to Perth, Business Class, x 5 people @ \$8,741 per seat	Cathay Pacific	\$43,705.00
	Kid Cudi, Cleveland to Perth, Business Class, x 5 people @ \$10,733 per seat	Cathay Pacific	\$53,665.00
	MIA, London to Perth, Business Class, x 5 people @ \$5,549 per seat	Emirates Airways	\$27,745.00
	A\$AP Rocky, NY to Perth, Business Class, x 5 people @ \$10,114 per seat	Cathay Pacific	\$50,570.00
Consultancy / Professional Services	Consultancy / Professional Services		\$12,300.00

Item	Notes and Calculations	Supplier	Total
Legal and Insurance	Legal calculated at \$1.50 per attendee with 6000 expected attendees	Insurance Journal	\$12,300.00
Contractors	Contractors		\$627,200.00
Contractors - Stage management and site crew	Contractors - Stage management and site crew for venue. Includes set up, performance days and pack down.	GuessWorks	\$200,000.00
MC	MC for 10 hrs @ \$420 per hour	Danger Cabaret	\$4,200.00
Staff	General ground staff at festival on festival days only. A total of 500 staff will work 12 hour rotating shifts over the two days at a fee of @ \$26/hour	Indeed	\$312,000.00
Contractors	Contractors - Other contractors not included in stage crew and site management	GuessWorks	\$100,000.00
First Aid	2 days @ \$550 per day	GuessWorks	\$11,000.00
Marketing and Public Relations	Marketing and Public Relations		\$66,370.00
Displays / Promotion posters and web ticket sales	Displays / Promotions including festival brochures, posters and print/media advertising. Festival website and online ticket sales included in this price. Promotion and sales to begin from 6 months before event and conclude at event itself.	BNE gov/ GuessWorks	\$20,000.00
Merchandise outlay	Promotions - \$13.81 spend per person. Considered on 6000 guests – With a 50% mark up (so 50% is spent on purchase of merchandise)		\$41,430.00
Photographer	Photographer of event for official advertising for future events. Hired for 8 hours per day for 2 days @ \$90/hour	C. Brzeski	\$1,440.00

Item	Notes and Calculations	Supplier	Total
Advertising	Press, radio and outdoor media, estimated from similar event previously held.	BNE gov	\$3,500.00
Headline	Professional		\$551,600.00
Headline act - Day 1	Kendrick Lamar, Standard event hire price. Headline act will perform for 1 hour on day 1	Global talent booking	\$170,600.00
Headline act - Day 2	Kid Cudi, Standard event hire price. Headline act will perform for 1 hour on day 2	HR booking	\$136,500.00
Support act - Day 1	MIA, Standard event hire price. Support act will perform for 1 hour on day 1	Headline Booking	\$102,400.00
Support act - Day 2	A\$AP Rocky, Standard event hire price. Support act will perform for 1 hour on day 2	Next Level Agency	\$136,500.00
Local DJ x 4	Day 1 performance, 4 DJ's playing 2 x 45 minute sets each @ \$350/DJ/Set	Danger Cabaret	\$2,800.00
Local DJ x 4	Day 2 performance, 4 DJ's playing 2 x 45 minute sets each @ \$350/DJ/Set	Danger Cabaret	\$2,800.00
Support	Other		\$24,810.00
Welcome to Country	Welcome to Country - Performed at opening of festival. Quote provided from event previously held.	Noongar Council	\$770.00
Roving performer, both days - Magnus	2 x 60 minute performer per day @ \$420 per 60mins	Danger Cabaret	\$1,680.00
Roving performer, both days - Fire performer	2 x 60 minute performer per day @ \$540 per 60mins.	Danger Cabaret	\$2,160.00
Side Shows	Performances across both days		
Risqué Show	Variety show - 1 x 45 minute show each day @ \$3750 per show	Danger Cabaret	\$7,500.00

Item	Notes and Calculations	Supplier	Total
Lil Darlings of Vaudeville	Variety show - 1 x 45 minute show each day @ \$3470 per show	Danger Cabaret	\$6,940.00
Silent Disco	2 x 2 hour show each day @ \$1440 per show. This includes all equipment, set up, pack down and 2 DJ's.	Danger Cabaret	\$5,760.00
Theming			\$80,000.00
Stage and site theming	Decorations for event including stage bunting and theming on tents, fences and site building.	GuessWorks	\$80,000.00
Venue Hire			\$76,430.60
Venue Hire (All)	Based on \$4 x 6000ppl and Inc. bond and deposit \$4689 + 25% of food profit (\$9000)	Claremont Showgrounds / Fairfield city	\$37,689.00
Waste Management - Bins	63 x General waste bins (plus collection) @ \$28.88 42 x Recycling bins (plus collection) @ \$28.88 5 x Skip bins (plus collection) @ \$ 123.20	Perth Waste Management hire and bin calculator	\$3,762.00
Venue Clean, Consumables, Venue coordinator (All)	Expect to pay approximately what you pay for cost to hire grounds' - GuessWorks estimates \$20,000 to be suitable considering PM fees and staffing fees	Danger Cabaret / GuessWorks	\$20,000.00
Security - Stages	4 Guards x10hrs x 2 days @ \$41.61 per hour	Sydney Showground	\$3,328.80
Security - crowd control	10 Guards x 10hrs x 2 days @ \$41.61 per hour	Sydney Showground	\$8,322.00
Security - Gates	4 guards x 10hrs x 2 days @ \$41.61 per hour	Sydney Showground	\$3,328.80

Item	Notes and Calculations	Supplier	Total
Production			\$98,882.00
Sound/Light/Staging main stage	2 x days including set up and pack down. Calculated from equipment hire from The Rock Factory price list	The Rock Factory	\$46,750.00
Sound/Light/Staging second stage	2 x days including set up and pack down. Calculated from equipment hire from The Rock Factory price list	The Rock Factory	\$46,750.00
Sound/Light/Staging for circus	2 x days including set up and pack down. Calculated from equipment hire from The Rock Factory price list	The Rock Factory	\$5,382.00
Hire equipment			\$491,481.00
Fencing	1000 meters @ \$500 for 50meters for 1 week including delivery.	TTFS	\$10,000.00
Crowd control fencing	Stage barrier x 250meters @ \$500 for 50meters for 1 week including delivery.	TTFS	\$2,500.00
Toilets	4 days X 95 toilets (planning calculator) @ \$150 each. Includes delivery, set up and pack down.	Instant toilets	\$57,000.00
Marquees for Circus	1 x 1000p capacity for 4 days Calculated from equipment hire from The Rock Factory price list	The Rock Factory	\$9,026.00
Camping Infrastructure	4 x days - Tents, bed x 2 per tent with set up and delivery X 1000 sites @340 per tent for 2 nights	Twilight Glamping	\$68,000.00
Staging	1 large and 1 med stages Inc. set up for 4 days. includes set up and pack down. Calculated from equipment hire from The Rock Factory price list	The Rock Factory	\$332,793.00

Item	Notes and Calculations	Supplier	Total
Electrical	Includes Connection, 2 day electrician hire, kWh usage of 26600hrs. Calculated from: Stages kWh = 12600 Traders (~20 and bar) = 8000 Infrastructure (inc camping) = 6000 Using SYD festival cost of \$0.29 per kWh	Sydney Showground	\$12,162.00
Hospitality and Entertainment			\$17,000.00
Band riders - food	2 days for Headliners and support acts	GuessWorks	\$10,000.00
Band riders - alcohol	2 days for Headliners and support acts	GuessWorks	\$3,000.00
Staff catering	2 days for festival staff not included above	GuessWorks	\$3,000.00
Performer light catering	2 days for performers not included above	GuessWorks	\$1,000.00
Alcohol for bar	Based on 6000 people with \$26 average spend with 80% mark up	Eventbrite /your business	\$31,200.00
Other Admin Costs			\$105,584.00
Miscellaneous Expenses	Things potentially missed	GuessWorks	\$100,000.00
Event permits	Taken from event permits, road closures section of previous event plus 1.65% gross admission fees for event permit	BNE gov	\$2,750.00
Liquor licence	Occasional liquor application ¹ @ \$1034	WA gov	\$1,034.00
Tickets for sponsors	6 x complimentary two day passes at \$300 each	As per ticket charge	\$1,800.00
Contingency			\$120,000.00
General contingency	5% of 2,400,000	Event brite	\$120,000.00

Item	Notes and Calculations	Supplier	Total
Totals			\$2,527,303.60

Cost price ticket Total expenses / capacity crowd at x 6000			\$421.22
Cost price ticket Total expenses / capacity crowd at x 4000			\$613.83

3.0 DETAILED BUDGET FOR PROJECT LIFE CYCLE

The following spreadsheets (pg. 17) show the detailed budgets for expenditure from the 1st of August 2018 till the completion of the event in March 2019. All items and expected expenditure by month have been included. Please note that expenditure remains the same regardless of ticket sales.

3.1 Cost saving measures

The three areas with the greatest expenditure are the Contractors, Talent (Headlining acts and Support acts) and Equipment Hire. Expenditure in these areas are unavoidable and the Beninawesome team consider the quoted expenditure for these categories to be reasonable. There are several areas where cost saving measures could be implemented. These are outlined below.

3.1.1 Travel expenses

The headline act travel has been quoted for business class flights for five individuals. It is possible to include only the flight for the individual artist themselves, with the remaining crew to fly at their own expense. This would save approximately \$140,500.00 in airfare costs.

3.1.2 Accommodation

Included in the accommodation costs is four nights for 260 staff. If the staff involved in the festival were to stay at their own expense, a saving of \$21,888.00 would be made. If this option is taken, accommodation compensation or discount coupons for compensation may be considered.

3.1.3 Staff

Expenditure for ground staff has been calculated at a total of 500 working 12 hour rotating shifts over the two days at a rate of \$26/hour. A 20% cut in paid staff, replaced with volunteers is an attractive option. Volunteers would work the same shift but be remunerated with free entry to the event on days not worked. A meal voucher to the value of \$50 per volunteer would also be recommended. With meal vouchers included, a 20% volunteer ground staff would produce a saving of \$26,200.00.

3.2 Effects on percentage profit over expenses

If the above cost saving measures were implemented, a saving of \$188,588.00 could be made. This would bring expenditure down to \$2,338,715 and result in a 20% profit over expenses if all tickets are sold or would reduce the percentage loss to %18 if only 4000 tickets were to be sold.

EXPENSES PER MONTH **TOTAL**

Item Per Month Payment and Notes	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Total
Employee Related Expenses	\$3,437.50	\$3,437.50	\$3,437.50	\$3,437.50	\$3,437.50	\$3,437.50	\$3,437.50	\$3,437.50	\$27,500.00
Project Coordinator Monthly wage	\$3,437.50	\$3,437.50	\$3,437.50	\$3,437.50	\$3,437.50	\$3,437.50	\$3,437.50	\$3,437.50	
Consumables	\$0.00	\$0.00	\$0.00	\$0.00	\$2,004.00	\$0.00	\$2,260.00	\$0.00	\$4,264.00
Staff Water Purchase month before							\$2,260.00		
Wrist bands Purchase 3 months before					\$2,004.00				
Motor Vehicle	\$450.00	\$450.00	\$450.00	\$650.00	\$650.00	\$650.00	\$2,600.00	\$6,785.00	\$12,685.00
Fuel - Travel expenses for site visits + and transport (mostly in last 2 months)	\$400.00	\$400.00	\$400.00	\$600.00	\$600.00	\$600.00	\$2,500.00	\$4,500.00	
Motor Vehicle Expenses - Use for transport in month of festival - debit/ cash on time of collection for payment								\$1,985.00	
Item Per Month Payment and Notes	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Total
Parking - Site visit and festival use	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$100.00	\$300.00	
Travel Costs and Accommodation	\$0.00	\$12,000.00	\$0.00	\$0.00	\$176,485.00	\$0.00	\$21,192.00	\$1,520.00	\$211,197.00
Limo hire - For artists - month of festival with Deposit of \$200/Vehicle at booking					\$800.00			\$1,520.00	

Item Per Month Payment and Notes	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Total
Accommodation									
Headline Acts - Fairbridge Accommodation Full payment 14 days prior to use, \$500 deposit per accommodation 14 days from booking		\$1,500.00					\$4,350.00		
Entertainment and DJ Acts - Fairbridge Accommodation Full payment 14 days prior to use, \$500 deposit per accommodation 14 days from booking		\$2,000.00					\$3,454.00		
Staff -Fairbridge Accommodation Full payment 14 days prior to use, \$500 deposit per accommodation 14 days from booking		\$8,500.00					\$13,388.00		
Airfares									
Kendrick Lamar, First Class, x10ppl - Payment on booking					\$43,705.00				
Kid Cudi, First Class, x10ppl - Payment on booking					\$53,665.00				
MIA, First Class, x10ppl - Payment on booking					\$27,745.00				
A\$AP Rocky, First Class, x10ppl - Payment on booking					\$50,570.00				

Item Per Month Payment and Notes	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Total
Consultancy / Professional Services	\$1,537.50	\$1,537.50	\$1,537.50	\$1,537.50	\$1,537.50	\$1,537.50	\$1,537.50	\$1,537.50	\$12,300.00
Legal and Insurance - split cost per month	\$1,537.50	\$1,537.50	\$1,537.50	\$1,537.50	\$1,537.50	\$1,537.50	\$1,537.50	\$1,537.50	
Contractors	\$0.00	\$0.00	\$0.00	\$420.00	\$0.00	\$0.00	\$100,000.00	\$526,780.00	\$627,200.00
Contractors - Stage management and site crew - 20% paid in month before for prep. Remainder at end of Festival month							\$40,000.00	\$160,000.00	
MC - Paid at conclusion of festival. 10% deposit on booking.				\$420.00				\$3,780.00	
Staff - Paid at conclusion of festival								\$312,000.00	
Contractors - Works performed month before and final month							\$60,000.00	\$40,000.00	
First Aid - For festival days								\$11,000.00	
Marketing and Public Relations	\$0.00	\$2,600.00	\$4,600.00	\$4,600.00	\$4,600.00	\$4,744.00	\$43,930.00	\$1,296.00	\$66,370.00
Displays / Promotion posters - In 6 months lead up		\$2,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$2,000.00		
Merchandise outlay - Payment on order							\$41,430.00		
Photographer - Conclusion of festival + 10% Booking deposit						\$144.00		\$1,296.00	

Item Per Month Payment and Notes	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Total
Advertising - In 6 months lead up		\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$500.00		
Headline	\$0.00	\$273,000.00	\$0.00	\$5,600.00	\$0.00	\$0.00	\$0.00	\$273,000.00	\$551,600.00
Headline act - Day 1 - 50% Deposit on booking		\$85,300.00						\$85,300.00	
Headline act - Day 2 - 50% Deposit on booking		\$68,250.00						\$68,250.00	
Support act - Day 1 - 50% Deposit on booking		\$51,200.00						\$51,200.00	
Support act - Day 2 - 50% Deposit on booking		\$68,250.00						\$68,250.00	
Local DJ x 4 - 10% Booking deposit				\$2,800.00					
Local DJ x 4 - 10% Booking deposit				\$2,800.00					
Support	\$0.00	\$0.00	\$0.00	\$2,404.00	\$0.00	\$0.00	\$0.00	\$22,406.00	\$24,810.00
Welcome to Country - Payment at conclusion of Event								\$770.00	
Roving performers - Magnus - 10% Booking deposit				\$168.00				\$1,512.00	
Roving performers - Fire - 10% Booking deposit				\$216.00				\$1,944.00	
Side Shows									
Risqué Show - 10% Booking deposit				\$750.00				\$6,750.00	
Lil Darlings of Vaudeville - 10% Booking deposit				\$694.00				\$6,246.00	
Silent Disco - 10% Booking deposit				\$576.00				\$5,184.00	

Item Per Month Payment and Notes	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Total
Theming	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$80,000.00	\$0.00	\$80,000.00
Stage and site theming - Paid on delivery							\$80,000.00		
Venue Hire	\$0.00	\$612.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,077.00	\$71,741.60	\$76,430.60
Venue Hire (All) - Bond fees and deposit as per Fairfield city. Include 25% of food profit, paid at end of festival		\$612.00					\$4,077.00	\$33,000.00	
Waste Management - Bins - Paid for on delivery, month of event								\$3,762.00	
Venue Clean, Consumables, Venue coordinator (All) – Billed conclusion of Festival								\$20,000.00	
Security - Stages - At conclusion of Festival billed								\$3,328.80	
Security - crowd control - At conclusion of Festival billed								\$8,322.00	
Security - Gates - At conclusion of Festival billed								\$3,328.80	
Production	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$98,882.00	\$98,882.00
Sound/Light/Staging main stage- At conclusion of Festival billed								\$46,750.00	
Sound/Light/Staging second stage- At conclusion of Festival billed								\$46,750.00	

Item Per Month Payment and Notes	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Total
Sound/Light/Staging for circus- At conclusion of Festival billed								\$5,382.00	
Hire equipment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$479,319.00	\$12,162.00	\$491,481.00
Fencing - Billed on receival and set up							\$10,000.00		
Crowd control fencing - Billed on receival and set up							\$2,500.00		
Toilets - Billed on receival and set up							\$57,000.00		
Marquees for Circus- Paid at delivery							\$9,026.00		
Camping Infrastructure - Billed on receival and set up							\$68,000.00		
Staging- Billed on receival and set up							\$332,793.00		
Electrical- Billed at conclusion of festival								\$12,162.00	
Hospitality and Entertainment	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$17,000.00	\$17,000.00
Band riders - food - Billed at conclusion of festival								\$10,000.00	
Band riders - alcohol - Billed at conclusion of festival								\$3,000.00	
Staff catering - Billed at conclusion of festival								\$3,000.00	
Performer light catering - Billed at conclusion of festival								\$1,000.00	

Item Per Month Payment and Notes	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Total
Alcohol - (26x6000)/0.2 For Buy price. Purchase 3 months before.					\$31,200.00				
Other Admin Costs	\$5,000.00	\$5,000.00	\$10,000.00	\$12,750.00	\$11,034.00	\$10,000.00	\$25,000.00	\$26,800.00	\$105,584.00
Miscellaneous Expenses - Expenses %10 fist 6 months, \$40k each last 2 months	\$5,000.00	\$5,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$25,000.00	\$25,000.00	
Event permits - Paid on application				\$2,750.00					
Liquor licence applied for 60 days prior. Payment on application					\$1,034.00				
Tickets for sponsors - 6 x two day passes @ \$300								\$1,800.00	
Contingency	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$120,000.00	\$120,000.00
General contingency								\$120,000.00	
Per Month Totals	\$10,425.00	\$298,637.00	\$20,025.00	\$31,399.00	\$199,748.00	\$20,369.00	\$763,353.00	\$1,183,347.60	\$2,527,303.60
Per Month Totals (Cost Saving Implemented)	\$10,425.00	\$290,137.00	\$20,025.00	\$31,399.00	\$59,248.00	\$20,369.00	\$749,965.00	\$1,157,147.60	\$2,338,715.60

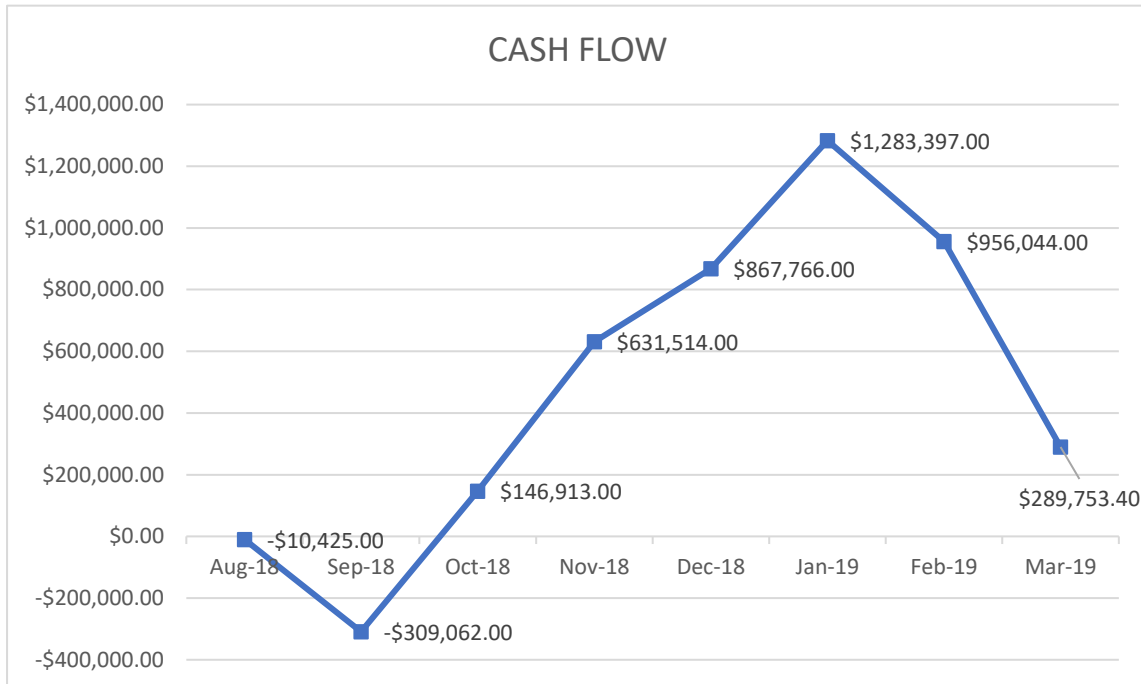
4.0 CASH FLOW OF REVENUE AND EXPENDATURE FOR PROJECT LIFE CYCLE

The following spreadsheet shows a detailed estimate for revenue from the 1st of August 2018 till the completion of the event in March 2019. All expected revenue per month has been included. The difference in revenue with ticket sales of 6000 and 4000 with and without cost saving measures have been included.

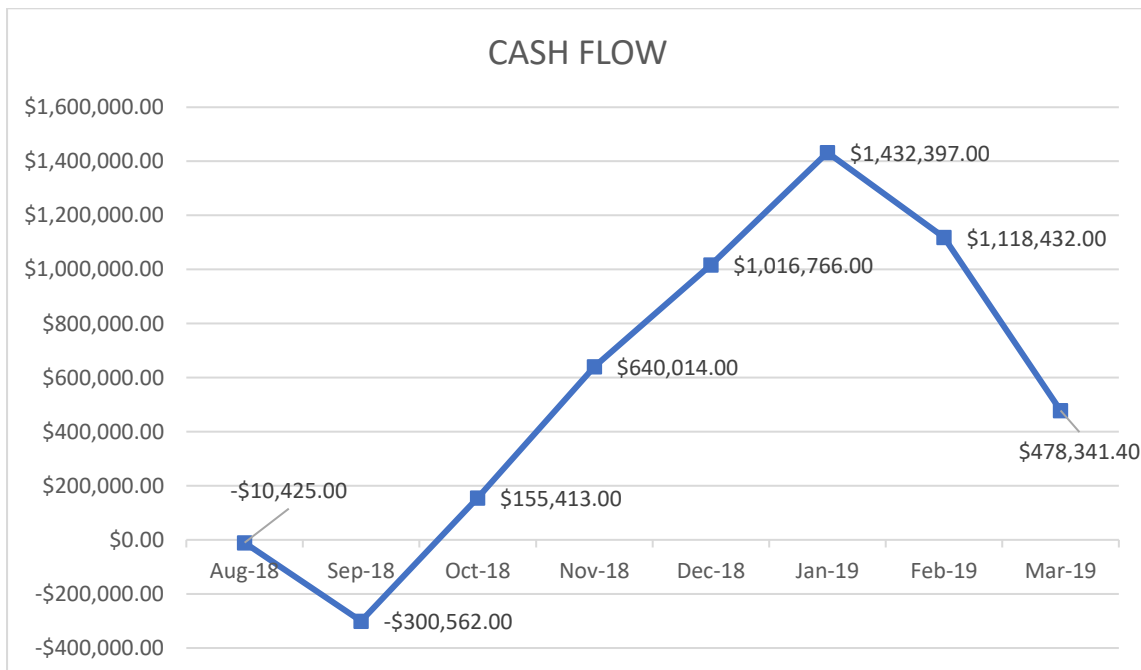
REVENUE PER MONTH									TOTALS
Item	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	
Sales - Food and beverage	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$151,000.00	\$151,000.00
Food stalls								\$27,000.00	\$27,000.00
Bar contractor								\$124,000.00	\$124,000.00
Sales - Merchandise	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$41,430.00	\$41,430.00
Merch = (13.81 x 6000) / 50								\$41,430.00	\$41,430.00
Sales - Camping and Tent hire	\$0.00	\$0.00	\$196,000.00	\$196,000.00	\$196,000.00	\$196,000.00	\$196,000.00	\$0.00	\$980,000.00
Pre-set up 'Glamping' Tents - 2 day package			\$136,000.00	\$136,000.00	\$136,000.00	\$136,000.00	\$136,000.00		\$680,000.00
Standard camping site only			\$60,000.00	\$60,000.00	\$60,000.00	\$60,000.00	\$60,000.00		\$300,000.00
Sales - Parking	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$80,000.00	\$80,000.00
								\$80,000.00	\$80,000.00
Sales - Ticket sales	\$0.00	\$0.00	\$240,000.00	\$240,000.00	\$240,000.00	\$240,000.00	\$240,000.00	\$240,000.00	\$1,440,000.00
Single day tickets			\$90,000.00	\$90,000.00	\$90,000.00	\$90,000.00	\$90,000.00	\$90,000.00	\$540,000.00
Two day pass			\$150,000.00	\$150,000.00	\$150,000.00	\$150,000.00	\$150,000.00	\$150,000.00	\$900,000.00
Sales - Sponsorship	\$0.00	\$0.00	\$40,000.00	\$80,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$120,000.00
Government sponsor			\$40,000.00						\$40,000.00
Gold sponsors				\$30,000.00					\$30,000.00
Silver sponsors				\$25,000.00					\$25,000.00
Bronze supporters				\$25,000.00					\$25,000.00
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,627.00	\$4,627.00
Bond return								\$4,627.00	\$4,627.00
Totals if 100% tickets sold	\$0.00	\$0.00	\$476,000.00	\$516,000.00	\$436,000.00	\$436,000.00	\$436,000.00	\$517,057.00	\$2,817,057.00
Totals if ticket sales are x 4000	\$0.00	\$0.00	\$476,000.00	\$516,000.00	\$290,637.60	\$290,637.60	\$290,637.60	\$345,905.38	\$2,209,818.18

4.1 Detailed revenue in graphic format of cash flow over time

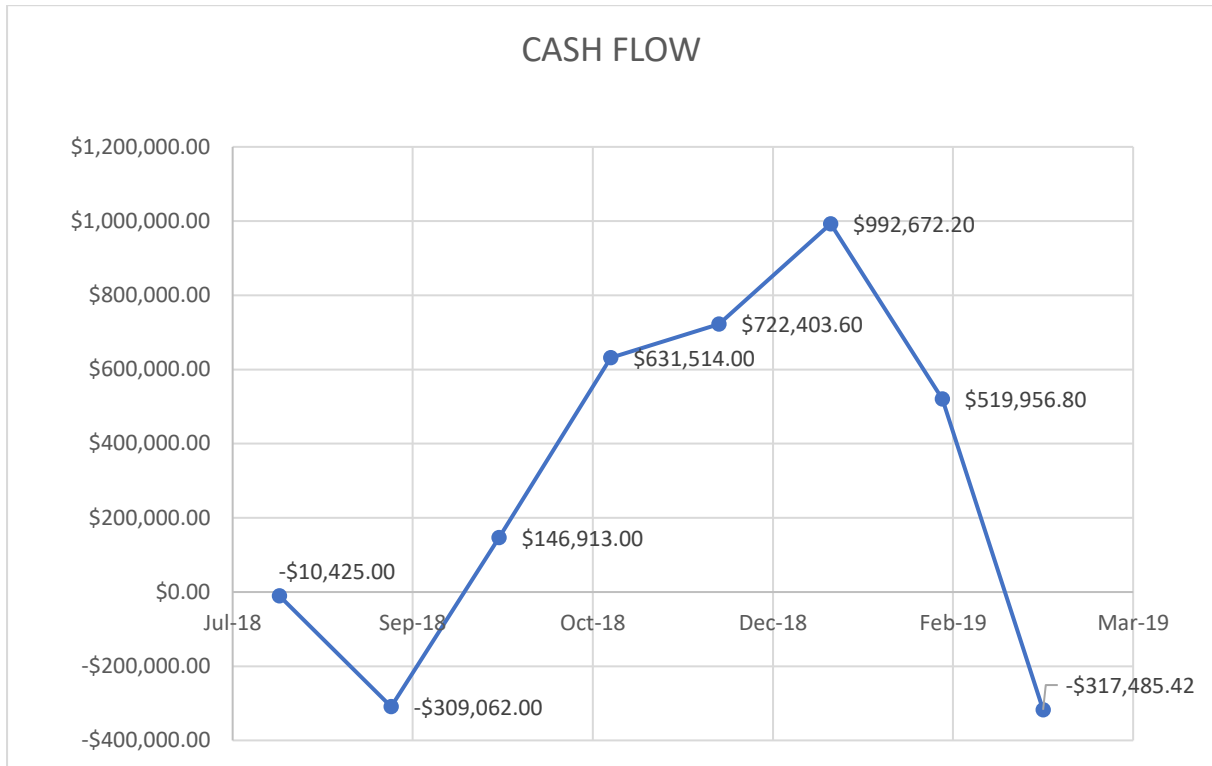
4.1.1 Cash flow graph if 6000 tickets are sold:



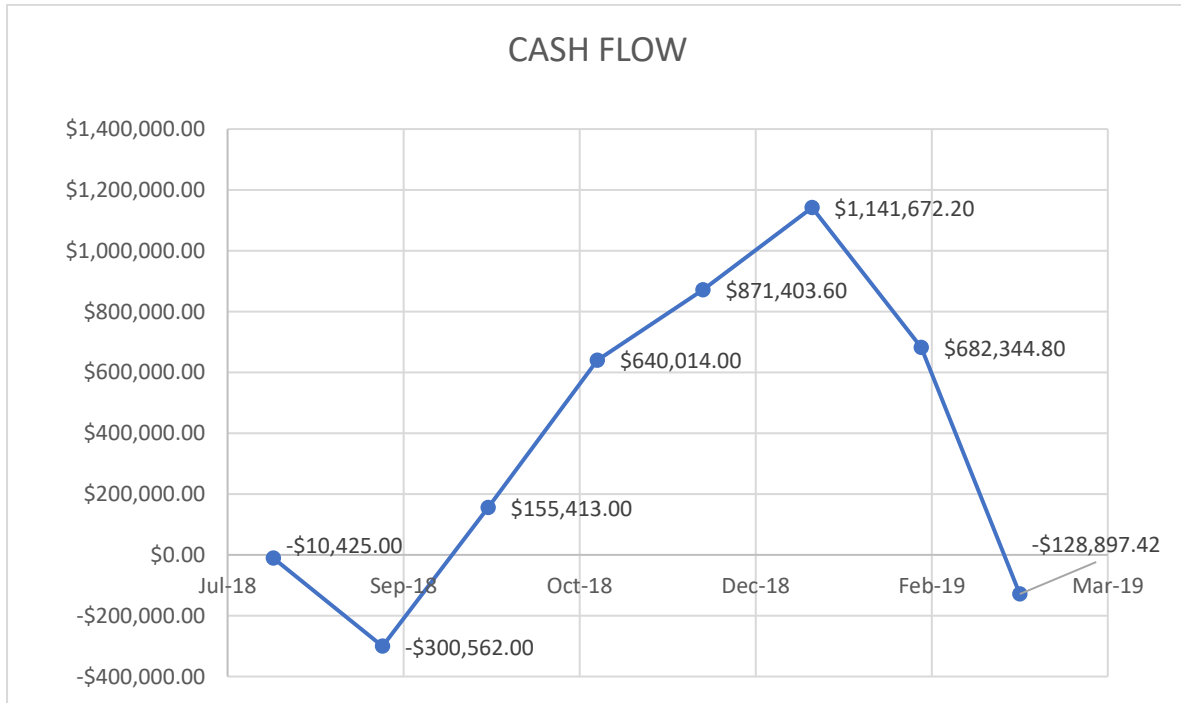
4.1.2 Cash flow graph if 6000 tickets are sold and saving measures implemented:



4.1.3 Cash flow if 4000 tickets are sold:



4.1.3 Cash flow if 4000 tickets are sold and saving measures are implemented:



5.0 CONCLUSIONS AND RECOMMENDATIONS

The requested profit margin of 25% could not be reached if penetration prices for ticketing are to be used. The inflation of ticket prices for a new festival with no history, whilst may increase the profit margin, will risk lower ticket sales over all and potentially result in greater loss of profit.

The detailed expenditure and budget prepared shows that, if 6000 tickets are sold, an expected 11.5% percentage profit over expenses is achieved. If the lessor 4000 tickets are sold, a 24% loss is expected. Implementing cost saving measures would increase the percentage profit over expenses to 20% if all tickets are sold or decrease the loss to 18% should 4000 tickets be sold.

From the detailed expenditure and profit calculations, a working capital of at least \$310,000.00 is required, unless the worst-case-scenario occurs without saving measures implemented, where a working capital of at least \$320,000 would be recommended.

Should ticket sales perform worse than expected, the cancellation of the festival would be recommended as an option.

Based on our previous experience with similar festivals, the Beninawesome team expect an excellent reception with the target audience resulting in full ticket sales. The team considers an 11.5% -20% profit for a new festival with the potential for growth and increased profit over recurring years to be worth your consideration.

We look forward to working with you on this and future endeavours.


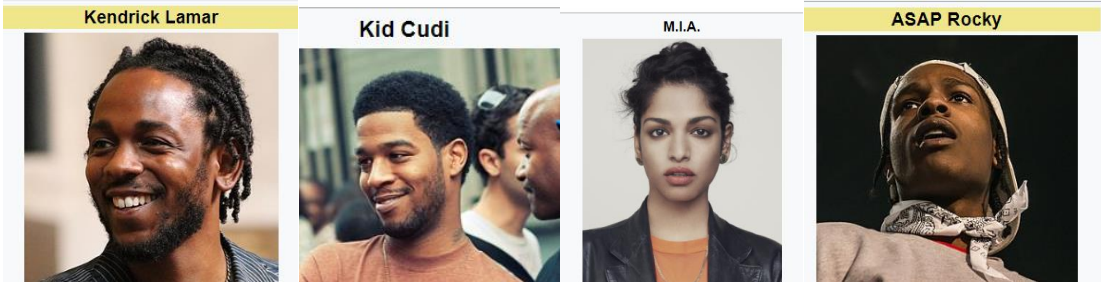
Prepared for your consideration by the Beninawesome Project Management Team

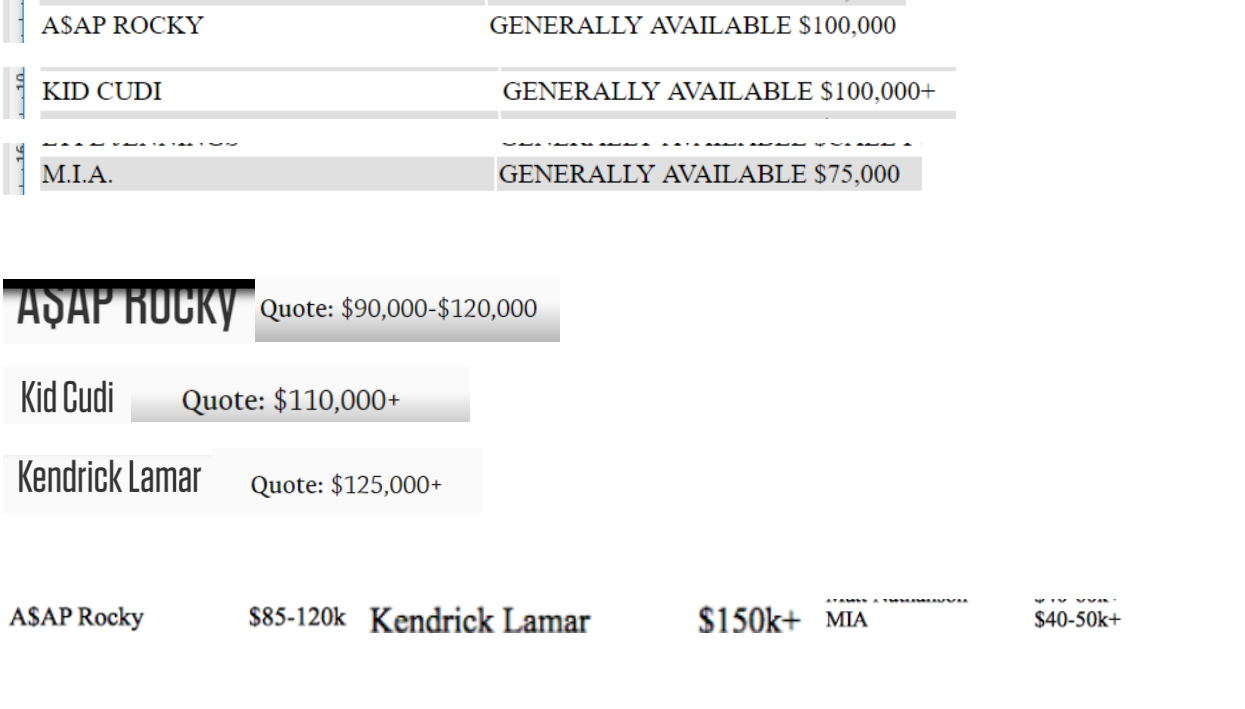
APPENDIX A

PRICE SOURCES AND REFERENCES IN ALPHABETICAL ORDER

**Please note, personal quotes gained from friends in the industry*

CATAGORY	URL	SCREENSHOTS																																																																																																																																																																																																																																																																																																																																																
<p>Accommodation</p> <p>All places booked – includes bedding and clean post use.</p> <p>Prices added direct form this price list</p>	<p>http://www.fairbridge.asn.au/wp-content/uploads/Accommodation-Rates-2018-19.pdf</p>	<table border="1"> <thead> <tr> <th>COTTAGE</th> <th>SLEEPS</th> <th>ROOMS</th> <th>BATH/ROOM</th> <th>SINGLE</th> <th>KING SINGLE</th> <th>BUNK</th> <th>DOUBLE</th> <th>QUEEN</th> <th>DOUBLE STORY</th> <th>HEATING</th> <th>PRICE PER NIGHT</th> </tr> </thead> <tbody> <tr><td>Belfast*</td><td>19</td><td>7</td><td>2</td><td>13</td><td></td><td>1</td><td></td><td>2</td><td>✓</td><td>H</td><td>470.00</td></tr> <tr><td>Evelyn*</td><td>9</td><td>9</td><td>3</td><td></td><td>9</td><td></td><td></td><td></td><td>✓</td><td>RC</td><td>405.00</td></tr> <tr><td>Fairbridge House*</td><td>24</td><td>9</td><td>2</td><td>16</td><td></td><td></td><td>1</td><td>3</td><td>✓</td><td>WF/H</td><td>640.00</td></tr> <tr><td>Heath*</td><td>18</td><td>6</td><td>2</td><td>4</td><td></td><td>5</td><td></td><td>2</td><td>✓</td><td>RC</td><td>530.00</td></tr> <tr><td>Nightingale*</td><td>14</td><td>4</td><td>2</td><td></td><td></td><td>5</td><td></td><td>2</td><td></td><td>RC</td><td>470.00</td></tr> <tr><td>Oxford*</td><td>4</td><td>2</td><td>1</td><td>2</td><td></td><td></td><td></td><td>1</td><td></td><td>RC</td><td>220.00</td></tr> <tr><td>Saumarez*</td><td>9</td><td>9</td><td>3</td><td></td><td>9</td><td></td><td></td><td></td><td>✓</td><td>RC</td><td>405.00</td></tr> <tr><td colspan="12">*The above cottages include - 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all bed linen (flat sheets, pillow & pillowcase, doona) and towel.</td></tr> </tbody> </table> <p>PAYMENT Full payment is due 14 days prior to arrival.</p> <p>CONFIRMATION Signed confirmation of the booking must be received within 14 days of the original booking being made along with a \$500.00 deposit a</p>	COTTAGE	SLEEPS	ROOMS	BATH/ROOM	SINGLE	KING SINGLE	BUNK	DOUBLE	QUEEN	DOUBLE STORY	HEATING	PRICE PER NIGHT	Belfast*	19	7	2	13		1		2	✓	H	470.00	Evelyn*	9	9	3		9				✓	RC	405.00	Fairbridge House*	24	9	2	16			1	3	✓	WF/H	640.00	Heath*	18	6	2	4		5		2	✓	RC	530.00	Nightingale*	14	4	2			5		2		RC	470.00	Oxford*	4	2	1	2				1		RC	220.00	Saumarez*	9	9	3		9				✓	RC	405.00	*The above cottages include - all bed linen (flat sheets, pillow & pillowcase, doona) and towel.												COTTAGE	SLEEPS	ROOMS	BATH/ROOM	SINGLE	KING SINGLE	BUNK	DOUBLE	QUEEN	DOUBLE STORY	HEATING	PRICE PER NIGHT	Clive	16	6	2	16					✓	TF	380.00	Cook	18	5	3	14		2				TF	405.00	Darwin	8	4	3		6			1		RC	300.00	Forrest 1**	2	1	1				1			H	110.00	Forrest 2	9	2	1	9						TF	210.00	Forrest 3	7	2	1	5			1			TF	200.00	Glasgow	18	6	3	18						TF	405.00	Hudson	16	5	2	16						TF	335.00	Kitchener	18	5	3	8		5				TF	405.00	Lawley 1**	2	1	1				1			H	110.00	Livingstone	16	6	3	10		3				RC	380.00	Middlemore	15	6	2	13		1			✓	TF	380.00	Nelson	18	5	3	16		1				TF	405.00	Raleigh	16	5	2	16						TF	335.00	Scrutton Lodge	56	22	3	24		16				TF	960.00	Shakespeare	17	6	2	17					✓	WF	380.00	Wolfe	16	6	2	16					✓	TF	380.00	**Include - all bed linen (flat sheets, pillow & pillowcase, doona) and towel.											
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Hudson	16	5	2	16						TF	335.00																																																																																																																																																																																																																																																																																																																																							
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<p>Alcohol</p>	<p>https://www.eventbrite.com/blog/bar-management-for-music-venues-00/</p>	<p>Knowing that the average fan spends \$26 a night on drinks — and <u>how nightlife spending varies by audience breakdown and genre</u> — you can do a quick and dirty bar forecast: Bar sales = (tickets sold + # of walk-ins) x average customer spend.</p> <p>In this case, your pouring cost is 20 (the cost of the bottle) / 140 (your profit) x 100, or 14.3%.</p> <p>Pouring cost will vary depending on your mark-ups on beer, wine, and liquor. In general, a pouring cost under 20% is considered reasonable.</p>
<p>Alcohol Mark up</p>	<p>https://yourbusiness.azcentral.com/retail-markup-liquor-27837.html</p>	 <p>Restaurants and Taverns</p> <p>Restaurants and taverns typically mark up their liquors much more than liquor stores. Their goal is to realize a profit of 70 to 80 percent on liquor sales – that is, to sell a \$20 bottle of liquor, drink by drink,</p>
<p>Artists:</p> <p>Kendrick Lamar</p> <p>Kid Cudi</p> <p>M.I.A</p> <p>A\$AP Rocky</p>	<p>https://en.wikipedia.org/wiki/Kendrick_Lamar</p> <p>https://en.wikipedia.org/wiki/Kid_Cudi</p> <p>https://en.wikipedia.org/wiki/M.I.A._(rapper)</p> <p>https://en.wikipedia.org/wiki/ASAP_Rocky</p>	 <p>Kendrick Lamar Kid Cudi M.I.A. ASAP Rocky</p>

CATAGORY	URL	SCREENSHOTS						
<p>Artist Fees (US dollars)</p> <p>US to AUD via conversion calculator</p>	<p>http://www.main-stageproductions.com/available-hip-hop-bookings/</p> <p>https://www.complex.com/music/2014/08/how-much-does-it-cost-to-book-rapper/kid-cudi</p> <p>https://twentytwowords.com/see-how-much-it-costs-to-hire-your-favorite-band-or-your-least-favorite-for-that-matter/</p>	 <p>The screenshots show the following information:</p> <ul style="list-style-type: none"> ASAP ROCKY: GENERALLY AVAILABLE \$100,000 KID CUDI: GENERALLY AVAILABLE \$100,000+ M.I.A.: GENERALLY AVAILABLE \$75,000 ASAP ROCKY Quote: \$90,000-\$120,000 Kid Cudi Quote: \$110,000+ Kendrick Lamar Quote: \$125,000+ Summary table: <table border="1" data-bbox="875 874 2116 922"> <tr> <td>ASAP Rocky</td> <td>\$85-120k</td> <td>Kendrick Lamar</td> <td>\$150k+</td> <td>MIA</td> <td>\$40-50k+</td> </tr> </table> 	ASAP Rocky	\$85-120k	Kendrick Lamar	\$150k+	MIA	\$40-50k+
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<p>Booking deposit of half for artists</p>	<p>https://www.spin.com/featured/how-to-get-ripped-off-while-trying-to-book-your-favorite-rapper/</p>	<p>Guzman on a total rate of \$40,000 for both Austin shows, with half to be paid to Global in advance. Smith says that he paid the company the \$20,000, and a roughly \$10,000</p>						

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Brisbane City festival costs Production costs, Festival Admin & Marketing costs taken from here.	https://www.brisbane.qld.gov.au/sites/default/files/20141031-cc10977-festival_budget_tips.pdf	<p>This is an example of a typical FESTIVAL EXPENDITURE budget table</p> <table border="1"> <thead> <tr> <th>FESTIVAL EXPENDITURE</th> <th>COSTS TO BE PAID FOR BY BCC GRANT</th> <th>COSTS TO BE PAID FOR BY RECIPIENT</th> </tr> </thead> <tbody> <tr> <td>Artist Costs</td> <td></td> <td></td> </tr> <tr> <td>Artist Fees</td> <td>\$16,000.00</td> <td>\$11,235.00</td> </tr> <tr> <td>Travel Allowance (Local only) Eg. Taxis</td> <td>\$0.00</td> <td>\$150.00</td> </tr> <tr> <td>Accommodation</td> <td>\$0.00</td> <td>\$750.00</td> </tr> <tr> <td>Transport Costs (Local only) Eg. Road transport, fuel, insurance</td> <td>\$0.00</td> <td>\$250.00</td> </tr> <tr> <td>Production Costs</td> <td></td> <td></td> </tr> <tr> <td>Venue Hire</td> <td>\$0.00</td> <td>\$15,000.00</td> </tr> <tr> <td>Event Permits, Road Closures, Security</td> <td>\$0.00</td> <td>\$2,000.00</td> </tr> <tr> <td>Costumes</td> <td>\$0.00</td> <td>\$400.00</td> </tr> <tr> <td>Light and Sound, Staging</td> <td>\$0.00</td> <td>\$17,000.00</td> </tr> <tr> <td>Other eg. catering</td> <td>\$0.00</td> <td>\$5,000.00</td> </tr> <tr> <td>Festival Administration</td> <td></td> <td></td> </tr> <tr> <td>Project Coordinator</td> <td>\$0.00</td> <td>\$20,000.00</td> </tr> <tr> <td>Other eg. Marquee & Furniture, Materials</td> <td>\$0.00</td> <td>\$10,500.00</td> </tr> <tr> <td>Marketing Costs</td> <td></td> <td></td> </tr> <tr> <td>Brochures</td> <td>\$0.00</td> <td>\$450.00</td> </tr> <tr> <td>Posters</td> <td>\$0.00</td> <td>\$300.00</td> </tr> <tr> <td>Advertising/Marketing</td> <td>\$0.00</td> <td>\$2,500.00</td> </tr> <tr> <td>TOTAL EXPENDITURE</td> <td>\$16,000.00</td> <td>\$85,535.00</td> </tr> </tbody> </table>	FESTIVAL EXPENDITURE	COSTS TO BE PAID FOR BY BCC GRANT	COSTS TO BE PAID FOR BY RECIPIENT	Artist Costs			Artist Fees	\$16,000.00	\$11,235.00	Travel Allowance (Local only) Eg. Taxis	\$0.00	\$150.00	Accommodation	\$0.00	\$750.00	Transport Costs (Local only) Eg. Road transport, fuel, insurance	\$0.00	\$250.00	Production Costs			Venue Hire	\$0.00	\$15,000.00	Event Permits, Road Closures, Security	\$0.00	\$2,000.00	Costumes	\$0.00	\$400.00	Light and Sound, Staging	\$0.00	\$17,000.00	Other eg. catering	\$0.00	\$5,000.00	Festival Administration			Project Coordinator	\$0.00	\$20,000.00	Other eg. Marquee & Furniture, Materials	\$0.00	\$10,500.00	Marketing Costs			Brochures	\$0.00	\$450.00	Posters	\$0.00	\$300.00	Advertising/Marketing	\$0.00	\$2,500.00	TOTAL EXPENDITURE	\$16,000.00	\$85,535.00
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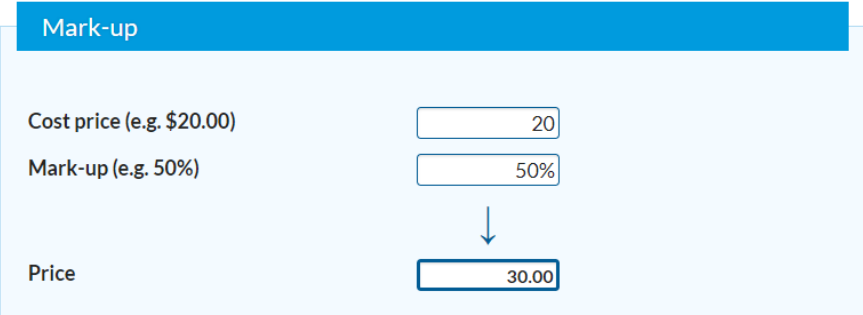
CATAGORY	URL	SCREENSHOTS
<p>Budget Templates and Event Running Information:</p> <p>General things to include taken from here</p>	<p>https://www.eventbrite.com.au/blog/academy/event-budget-template-ds00/</p> <p>https://www.brisbanefestival.com.au/media/320246/theatre-republic-2016-budget-template-eoi.xls</p> <p>https://www.qld.gov.au/about/events-awards-honours/events/running-events</p>	<div style="display: flex; justify-content: space-around;"> <div data-bbox="920 288 1240 651"> </div> <div data-bbox="1285 277 1778 679"> </div> </div> <p>Events in Queensland handbook</p> <p>Best practice guidelines for event delivery in Queensland</p> <p>Version 1.3</p> <p>First published July 2016</p> <p>Updated May 2018</p> <p>Scheduled revision annually</p>
<p>Contingency</p> <p>5% chosen</p>	<p>https://www.eventbrite.com.au/blog/event-budget-planning-ds00/</p>	<p>How much should you plan on? Depending on your event type, between 5% – 25%. Remember that your buffer will change throughout the lifecycle of your event.</p>

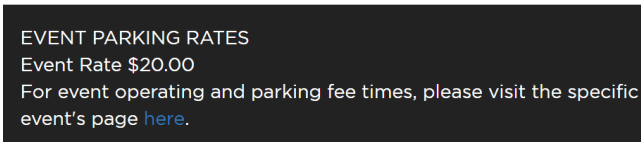
CATAGORY	URL	SCREENSHOTS									
<p>Danger Cabaret</p> <p>Personal quote given – can forward if required</p>	<p>https://go.quotientapp.com/g/1QTBbkpmc9RyxNybgp7UWAeLJQKWJAZAtsl18sX4z8I?preview</p>	<p>SD_2DJ_60 Silent Disco - 2x DJs - per hour (2 hr minimum) 360.00 x 4 = 1,440.00</p> <p>Silent Disco including 2x DJs, all equipment, set up & pack down. Music styles can be aimed at your target demographic, and to suit the vibe of your</p> <p>FR_60 Fire Roving (per performer, per 60 mins) 540.00 x 1 = 540.00 Fire roving (walk around act). This involves moving among guests and entertaining them with close-up displays including fire tracing, fire eating and audience interaction where possible.</p> <p>MDMRC_60 Magnus Danger Magnus Roving Character (per 60 mins) 420.00 x 1 = 420.00 Character roving/Walk-around character. Choose from the following characters: Ringmaster [perfect for circus themes, festivals and children's events]</p> <p>RFS60 Risqué full show buy-out 3,750.00 x 1 = 3,750.00 A 60 minute variety spectacular for adults only. Risaué is a wild, sexv, provocative hour of burlesque, fire and freaks. Featurina pint-</p> <p>LDVFS45 Lil Darlings of Vaudeville full show: 45 minutes 3,470.00 x 1 = 3,470.00 Show: Lil Darlings of Vaudeville</p> <p>DJ sets Danger Cabaret don't book DJ sets but for your costing I would budget from \$350 for a 45 minute set up to \$2000 for a 4 hour set. These are for local, professional DJs. International/national touring DJs would be more.</p>									
<p>Event Licence</p> <p>1.65% gross admission fees</p>	<p>http://apraamcos.com.au/music-customers/licence-types/event-licences/</p>	<table border="1"> <thead> <tr> <th data-bbox="891 1107 1216 1133">Festivals performed in the period</th> <th data-bbox="1238 1107 1534 1161">Fee (Inc. GST)</th> <th data-bbox="1556 1107 1839 1161">Fee (Inc. GST)</th> </tr> </thead> <tbody> <tr> <td data-bbox="1032 1193 1084 1214">2018</td> <td data-bbox="1238 1193 1534 1214">1.5125% of gross admission fees</td> <td data-bbox="1556 1193 1839 1214">1.65% of gross admission fees</td> </tr> <tr> <td data-bbox="1032 1249 1084 1270">2019</td> <td data-bbox="1238 1249 1534 1270">1.6500% of gross admission fees</td> <td data-bbox="1556 1249 1839 1270">1.65% of gross admission fees</td> </tr> </tbody> </table>	Festivals performed in the period	Fee (Inc. GST)	Fee (Inc. GST)	2018	1.5125% of gross admission fees	1.65% of gross admission fees	2019	1.6500% of gross admission fees	1.65% of gross admission fees
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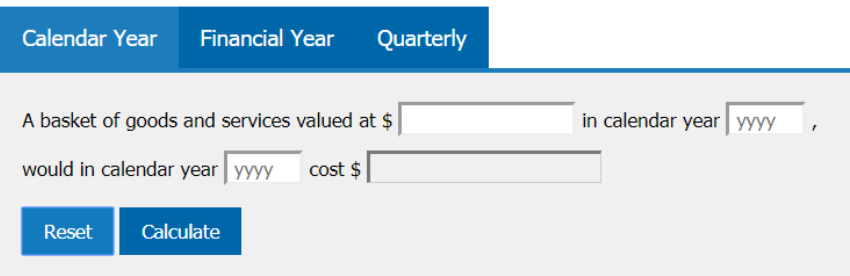
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<p>Event Photographer Hire</p> <p>8hrs per day for 2 days</p>	<p>https://www.gumtree.com.au/s-ad/west-perth/photography-video/perth-event-photography-90-per-hour/1025706407</p>	<p>Perth Event Photography: \$90 per hour</p>
<p>Fencing Hire</p> <p>\$500 for 50meters for 1 week</p>	<p>https://www.temporaryfencingshop.com.au/buy-dont-hire/</p>	<p>Temporary Fencing Hire Prices</p> <p>Temp fencing hire prices and rates can vary between companies quite considerably. On average you will look at about \$5 metres of temporary fencing for 1 week hire or \$900 for 12 months' hire. Plus, the hidden fees such as approximately \$7 damaged or missing panel, \$30 for missing feet weights and anything from \$40 for missing or damaged gate wheels.</p>
<p>Flights</p> <p>For 5 x ppl, Business Class from rapper's home town</p>	<p>https://www.webjet.com.au</p>	<p>The screenshots show flight search results for four different routes. Each screenshot includes a search bar with departure and return dates, a filter panel for stops and departure times, and a list of airlines with their respective prices. The routes and prices are as follows:</p> <ul style="list-style-type: none"> London to Perth (Return): Departing Fri 01 Mar 2019, Returning Mon 01 Apr 2019. Emirates flights from \$5,549. New York to Perth (Return): Departing Fri 01 Mar 2019, Returning Mon 01 Apr 2019. Flights from \$10,114. Cleveland to Perth (Return): Departing Fri 01 Mar 2019, Returning Mon 01 Apr 2019. Cathay Pacific flights from \$10,733. Los Angeles to Perth (Return): Departing Fri 01 Mar 2019, Returning Mon 01 Apr 2019. Cathay Pacific flights from \$8,741.

CATAGORY	URL	SCREENSHOTS
<p>Food Trucks</p> <p>1 per 2-300 ppl – Pay via giving 10% of sales in the day</p> <p>Sales = (6000x0.5) X8 = \$24000 per truck</p> <p>Festival receives \$2400 per truck with 15 trucks (1 per 400 guests)</p>	<p>https://www.foodtrucksin.com/blog/how-many-food-trucks-hire-useful-tips</p> <p>Formula for how much food trucks will make: https://www.mr-trailers.com/2017/03/08/fairs-festivals/</p>	<p>one food truck for every 200-300 attendees, if the event is focused around eating. If it is not primarily an “eating” event, that ratio should be closer to one food truck for every 400-500 attendees. For food trucks t</p> <p>often preferred alternative to a flat fee is for a food truck to pay between 5-10% of their sales at the event in lieu of the flat rate. If you are holding an event which charges an admission to the general public, and</p> <p>Event #2: Tri-City Music Blues Festival</p> <p>Expected Attendance: 5,000 people</p> <p>Expected Sales (5% of Expected Attendance): 250 Transactions</p> <p>Gross Sales Estimate (Assuming \$8 Average Transaction): \$2000</p> <p>Cost of Goods Sold AKA Food Costs (Assuming 33% Food Cost): \$660</p> <p>Net Income After Food Costs for Strawberry Festival: \$1,340</p>
<p>Insurance /Legal</p> <p>Figured on 6000 guests</p>	<p>https://www.insurancejournal.com/news/national/2017/07/06/456615.htm</p>	<p>45 cents an attendee, while an overnight event that must protect festival goers could be as much as \$1.50 a person. Throw a myriad of other insurance options into the</p>

CATAGORY	URL	SCREENSHOTS						
<p>Limousine Hire</p> <p>For airport transfers for each artist, upper price range (only the best) and include booking fee.</p>	<p>https://www.belle.net.au/rates/</p>	<p>passengers)</p> <ul style="list-style-type: none"> \$190 – \$290 Chrysler limos – up to 10 passengers. <p>these terms whether signed on on a contract or by implied consent when making a telephone booking.</p> <p>1 A booking fee (deposit) of \$200 per vehicle is required to secure a booking</p> <p>A booking is not formally secured until the booking fee has been received. The booking fee is non-refundable and is</p>						
<p>Liquor Licence</p> <p>Use 'less complicated'</p> <p>Apply 60 days before</p>	<p>https://www.lavan.com.au/advice/liquor/licensing/hospitality-and-events/faqs-how-to-apply-for-a-liquor-licence-in-wa</p> <p>https://www.rgl.wa.gov.au/liquor/liquor-applications/application-kits</p>	<p>Applications for less complicated licence types start from \$1,034 and the more complicated licence types start from \$3,602, based on 2017 fees.</p> <p>Licences (general/operational)</p> <ul style="list-style-type: none"> Occasional Liquor Application Occasional Liquor Application Lodgement Guide Restaurant Nightclub <table border="1"> <tbody> <tr> <td>• between 501 and 1000 people</td> <td>30 days</td> </tr> <tr> <td>• between 1001 and 5000 people</td> <td>30 days</td> </tr> <tr> <td>• between 5001 and 10000 people</td> <td>60 days</td> </tr> </tbody> </table>	• between 501 and 1000 people	30 days	• between 1001 and 5000 people	30 days	• between 5001 and 10000 people	60 days
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<p>Mark up calculator</p>	<p>https://www.business.qld.gov.au/running-business/marketing-sales/marketing-promotion/pricing/calculators</p>	<p>Mark-up</p> <ul style="list-style-type: none"> • Take the cost price and add the same percentage mark-up to all items (e.g. 50%). Talk to your suppliers, competitors or relevant business and industry associations to find an industry standard. • Useful when you have multiple products at different price points and other costing methods are too complex. • Adjust the mark-up depending on your strategy. For example, if you are using penetration pricing, you would use a lower mark-up than your competitors.  <p>The screenshot shows a 'Mark-up' calculator interface. It has three input fields: 'Cost price (e.g. \$20.00)' with the value '20', 'Mark-up (e.g. 50%)' with the value '50%', and 'Price' with the value '30.00'. A downward arrow points from the mark-up field to the price field.</p>
<p>Merchandise</p> <p>\$13.81 pp</p> <p>Figured on 6000 guests – Considering a 50% mark up (so only 50% is profit)</p>	<p>https://www.eventbrite.com/blog/music-festival-merchandise-ds00/</p> <p>https://www.startups.co/answers/226/what-s-a-reasonable-profit-margin-on-merchandise</p>	<p>Festival-goers spend an average of \$13.81 per person. Thi</p> <p>Are you the manufacturer or reseller? If you are the reseller, typically about 40-50% above cost. Use the MSRP as an indicator.</p>

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Parking Will charge \$20 per vehicle per day	http://www.pertharena.com.au/Venue Info/Parking.aspx																																														
Power and waste management Stages KWh = 12600 Traders (~20 and bar) = 8000 Infrastructure (inc camping) = 6000 Using SYD festival cost of \$0.29 per KWh	http://www.powerful-thinking.org.uk/site/wp-content/uploads/Electricity-at-Festivals-summary-findings-March-2013.pdf	<table border="1"> <thead> <tr> <th></th> <th>Total kWh</th> <th>Max kVA</th> </tr> </thead> <tbody> <tr> <td colspan="3">STAGES</td> </tr> <tr> <td>Main stage lighting</td> <td>6,990</td> <td>1,185</td> </tr> <tr> <td>Main stage video</td> <td>1,999</td> <td>344</td> </tr> <tr> <td>Main stage audio</td> <td>1,657</td> <td>229</td> </tr> <tr> <td>Main Stage FOH Lighting</td> <td>1,078</td> <td>163</td> </tr> <tr> <td>Guest lighting</td> <td>908</td> <td>589</td> </tr> <tr> <td colspan="3">TRADERS</td> </tr> <tr> <td>Trader island (15-20 traders)</td> <td>4,614</td> <td>480</td> </tr> <tr> <td>Bar</td> <td>3,313</td> <td>367</td> </tr> <tr> <td colspan="3">INFRASTRUCTURE</td> </tr> <tr> <td>Crew Catering</td> <td>1,933</td> <td>382</td> </tr> <tr> <td>Campsite</td> <td>1,916</td> <td>222</td> </tr> <tr> <td>Tour buses</td> <td>1,498</td> <td>485</td> </tr> <tr> <td>Production Offices</td> <td>511</td> <td>69</td> </tr> </tbody> </table> <p>Table 1. Typical maximum demand and consumption</p>		Total kWh	Max kVA	STAGES			Main stage lighting	6,990	1,185	Main stage video	1,999	344	Main stage audio	1,657	229	Main Stage FOH Lighting	1,078	163	Guest lighting	908	589	TRADERS			Trader island (15-20 traders)	4,614	480	Bar	3,313	367	INFRASTRUCTURE			Crew Catering	1,933	382	Campsite	1,916	222	Tour buses	1,498	485	Production Offices	511	69
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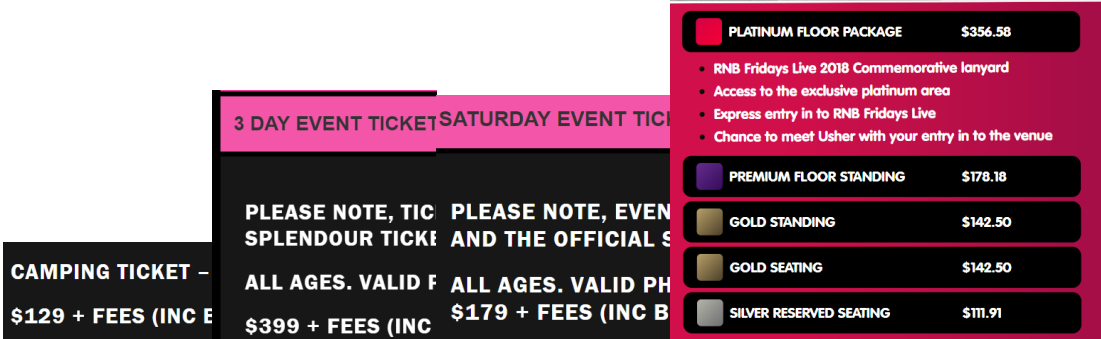
CATAGORY	URL	SCREENSHOTS
RBA Inflation Calculator	https://www.rba.gov.au/calculator/	 <p>Calendar Year Financial Year Quarterly</p> <p>A basket of goods and services valued at \$ <input type="text"/> in calendar year <input type="text"/>, would in calendar year <input type="text"/> cost \$ <input type="text"/></p> <p>Reset Calculate</p>
Showground hire – Claremont Using \$4 x 6000 plus 25% of catering revenue	Personal email, Mon 27 th Aug 2018	<p>For a music festival the price would depend upon the number of people, and structures etc. We would normally charge around \$4 per person and 25% commission on catering.</p> <p>I hope that this helps you.</p>
Site Booking Fees 2016 – considered with inflation (calculator used) Bond, booking with inflation = \$4689 with \$4077 returned after grounds used.	http://www.fairfieldshowground.com.au/wp-content/uploads/2017/12/Festival-Hire-Agreement-Application_19082016.pdf	<p>Booking Fee: \$ 600.00 <i>To be paid at date of booking to secure the booking, non-refund</i></p> <p>Ground Hire: \$4500.00 <i>To be paid 15 working days before the booked date.</i></p> <p>* Charges Bond: \$2000.00 <i>To be paid 10 working days before the booked date.</i></p> <p>* Operations Control Bond: \$2000.00 <i>To be paid 10 working days before the booked date.</i></p>


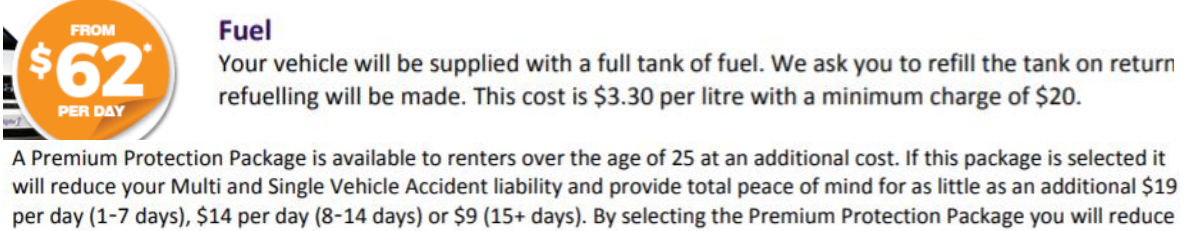
CATAGORY	URL	SCREENSHOTS
<p>Sponsorship</p> <p>\$40K from government</p> <p>\$80 in other sponsorship:</p> <p>3 X Gold (\$10k)</p> <p>Gold sponsors will get 2 double passes per package</p> <p>5 x Silver (\$5k)</p> <p>10 x Bronze (\$2.5k)</p>	<p>https://www.perth.wa.gov.au/council/grants-and-sponsorships/arts-grants-sponsorship-program</p> <p>https://www.perth.wa.gov.au/sites/default/files/documents/13.6_1.pdf</p> <p>http://gundaroommusicfestival.com/sponsorship-packages/</p> <p>http://www.bendigobluesandroots.com.au/wp-content/uploads/2016/08/BBRMF-Sponsorship-Opportunities-2016-Smaller.pdf</p>	<p>Categories</p> <p><u>Arts Grants</u></p> <p>1) Under \$15,000</p> <p>2) \$15,001 -\$40,000</p> <p>That Council by ABSOLUTE MAJORITY decision and subject to the approval of the 2017/18 budget:</p> <p>1. approves cash sponsorship of \$40,000 (excluding GST) to the West Australian Music Industry Association Incorporated to support the WAM Festival 2017 from Wednesday, 1 November to Sunday, 5 November 2017.</p> <p>PARTICIPATION SPONSORSHIP: \$1,000</p> <p><i>Benefits include:</i></p> <ul style="list-style-type: none"> • your business name and logo on program, event • VIP Marquee—VIP passes for 4 people • on-site banner <p>BRONZE SPONSORSHIP: \$2,500</p> <p><i>Benefits include:</i></p> <ul style="list-style-type: none"> • your business name and logo on program, logo to social media • VIP Marquee—VIP passes for eight people • on-site banners • on-site stall <p>SILVER SPONSORSHIP: \$5,000</p> <p><i>Benefits include:</i></p> <ul style="list-style-type: none"> • your business name and logo on program, logo to appear on TV media • VIP Marquee—VIP passes for twelve people • on-site banners • on-site stall <p>GOLD SPONSORSHIP: \$10,000</p> <p><i>Benefits include:</i></p> <ul style="list-style-type: none"> • Naming rights—your business name and logo on all event advertisement in the TV commercial. • links to your business from our website, Facebook and Twitter • VIP Marquee—VIP passes for 20 people • on-site banners • on-site stall <div style="display: flex; justify-content: space-between; margin-top: 20px;"> <div style="background-color: #333; color: white; padding: 5px; text-align: center;"> <p>SPONSORSHIP VALUE OF \$10,000 OR GREATER 3 PACKAGES AVAILABLE</p> <p><small>Our Gold Sponsors will receive the following:</small></p> </div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;"> <p>SPONSORSHIP VALUE OF \$5,000 5 PACKAGES AVAILABLE</p> </div> <div style="background-color: #333; color: white; padding: 5px; text-align: center;"> <p>SPONSORSHIP VALUE OF \$2,500 10 PACKAGES AVAILABLE</p> </div> </div>


CATAGORY	URL	SCREENSHOTS
Staff pay Av \$26 per hour	https://au.indeed.com/salaries/Event-Staff-Salaries	Average salary \$26.30 per hour
Stage Hire and Sound NZ prices adapted to AUS price with currency exchange calculator	https://therockfactory.net/product/on-hire-pricelists/outdoor-event-packages/	<ul style="list-style-type: none"> • Large Wide Outdoor Event Stage (7.2m by 6m at 90 cm height) covered with 6x6 m Marquee Setup = \$1600+GST (note 2 extra pieces optional as wings for the sound system at no extra cost). • Large Basic Outdoor Event Stage (6m by 6m at 90 cm height) covered with 6x6 m Marquee Setup = \$1500+GST • Medium Outdoor Event Stage (6m by 4.2m or 4.8m at 90cm height) covered with 6x4 m Marquee Setup= \$1200+GST <p>ADD \$3500+GST for a Line Array System System (2000 people) with 32 channel mixing desk.</p> <ul style="list-style-type: none"> • big band setup with up to 8 monitors, microphones, 6 DI boxes, stands, cables. • Three technicians (minimum 3 people required to setup), delivered, setup, packed down and removed. • USUALLY \$3700+GST – SAVE \$200+GST! <p>ADD \$2800+GST for the Double Medium or Medium Plus System (for 800 to 1600 people) with 32 channel mixing desk.</p> <ul style="list-style-type: none"> • big band setup Up to 6 monitors, microphones, 4 DI boxes, stands, cables. • Two technicians (minimum 2 people required to setup), delivered, setup, packed down and removed. • USUALLY \$3000+GST – SAVE \$200+GST!

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Sydney festival price list and running costs 2018 Considered for Electrical, Security and Plumbing costs	https://www.sydneyshowground.com.au/globalassets/document-library/sydney-showground/forms-2018/2018-operational-price-list.pdf	<table border="1"> <thead> <tr> <th>SERVICE</th> <th>COST</th> </tr> </thead> <tbody> <tr> <td colspan="2">ELECTRICAL</td> </tr> <tr> <td>3 Phase Power Connection</td> <td>\$ 209.00</td> </tr> <tr> <td>3 Phase Splitter Board</td> <td>\$ 209.00</td> </tr> <tr> <td>Electrical Consumption, per Kwh</td> <td>\$ 0.29</td> </tr> <tr> <td>Exit Sign Hire, per sign</td> <td>\$ 60.00</td> </tr> <tr> <td>GPO Single Phase Connection (max 15amp)</td> <td>\$ 121.00</td> </tr> <tr> <td>Tail Connection (up to 100 amp)</td> <td>\$ 120.00</td> </tr> <tr> <td>Level 2 Main Arena Tower Lights (500lx), per hour min 4 hours</td> <td>\$ 85.00</td> </tr> <tr> <td>Level 4 Main Arena Tower Lights (CTV), per hour min 4 hours</td> <td>\$ 330.00</td> </tr> <tr> <td>Level 3 Main Arena Tower Lights (1000lx), per hour min 4 hours</td> <td>\$ 170.00</td> </tr> <tr> <td>Level 1 Main Arena Tower Lights (200lx), per hour min 4 hours</td> <td>\$ 45.00</td> </tr> <tr> <td>Tail Connection (up to 200 amp)</td> <td>\$ 250.00</td> </tr> <tr> <td>Power Lock (up to 400 amp)</td> <td>\$ 200.00</td> </tr> <tr> <td>Electrician, per hour – minimum 4 hours</td> <td>\$ 48.00</td> </tr> <tr> <td>Air Conditioning – Dome, per hour</td> <td>\$ 121.00</td> </tr> <tr> <td colspan="2">The consumption for the Hall A/C is now metered with the Hall Pit Power</td> </tr> <tr> <td colspan="2">PLUMBING, COMPRESSED AIR CONNECTIONS</td> </tr> <tr> <td>Sink and Basin Installation (including Hot Water)</td> <td>\$ 621.00</td> </tr> <tr> <td>Water connection directly to your equipment</td> <td>\$ 190.00</td> </tr> <tr> <td>Waste connection directly to your equipment</td> <td>\$ 190.00</td> </tr> <tr> <td>Compressed Air Supply to your equipment</td> <td>\$ 600.00</td> </tr> <tr> <td>Portable Toilet Units</td> <td>POA</td> </tr> <tr> <td colspan="2">SECURITY</td> </tr> <tr> <td>Security Guard, Fire Warden or Loading Dock Attendant, per hour - minimum 4 hours</td> <td>\$ 41.61</td> </tr> <tr> <td>Security Guard, Fire Warden or Loading Dock Attendant (Public Holiday), per hour – minimum 4 hours</td> <td>\$ 49.92</td> </tr> <tr> <td>Security Supervisor, per hour - minimum 4 hours</td> <td>\$ 47.87</td> </tr> <tr> <td>Security Supervisor (Public Holiday), per hour – minimum 4hours</td> <td>\$ 57.45</td> </tr> <tr> <td>Traffic Controller, per hour – minimum 4hours</td> <td>\$ 41.61</td> </tr> <tr> <td>Traffic Controller (Public Holiday), per hour – minimum 4 hours</td> <td>\$ 49.92</td> </tr> </tbody> </table>	SERVICE	COST	ELECTRICAL		3 Phase Power Connection	\$ 209.00	3 Phase Splitter Board	\$ 209.00	Electrical Consumption, per Kwh	\$ 0.29	Exit Sign Hire, per sign	\$ 60.00	GPO Single Phase Connection (max 15amp)	\$ 121.00	Tail Connection (up to 100 amp)	\$ 120.00	Level 2 Main Arena Tower Lights (500lx), per hour min 4 hours	\$ 85.00	Level 4 Main Arena Tower Lights (CTV), per hour min 4 hours	\$ 330.00	Level 3 Main Arena Tower Lights (1000lx), per hour min 4 hours	\$ 170.00	Level 1 Main Arena Tower Lights (200lx), per hour min 4 hours	\$ 45.00	Tail Connection (up to 200 amp)	\$ 250.00	Power Lock (up to 400 amp)	\$ 200.00	Electrician, per hour – minimum 4 hours	\$ 48.00	Air Conditioning – Dome, per hour	\$ 121.00	The consumption for the Hall A/C is now metered with the Hall Pit Power		PLUMBING, COMPRESSED AIR CONNECTIONS		Sink and Basin Installation (including Hot Water)	\$ 621.00	Water connection directly to your equipment	\$ 190.00	Waste connection directly to your equipment	\$ 190.00	Compressed Air Supply to your equipment	\$ 600.00	Portable Toilet Units	POA	SECURITY		Security Guard, Fire Warden or Loading Dock Attendant, per hour - minimum 4 hours	\$ 41.61	Security Guard, Fire Warden or Loading Dock Attendant (Public Holiday), per hour – minimum 4 hours	\$ 49.92	Security Supervisor, per hour - minimum 4 hours	\$ 47.87	Security Supervisor (Public Holiday), per hour – minimum 4hours	\$ 57.45	Traffic Controller, per hour – minimum 4hours	\$ 41.61	Traffic Controller (Public Holiday), per hour – minimum 4 hours	\$ 49.92
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<p>Tent Hire Fees</p> <p>1000 x 2ppl tents, 4 nights</p> <p>including set up, bedding and pack down</p>	<p>http://www.twilightglamping.com.au/glampinghire/</p>	<p>4M BELL TENT <i>Cosy haven, ideal for couples. Recommended for 2 people but can sleep 3</i></p> <p>Sleeping 2: \$340 Sleeping 3: \$390</p> <p>Extra nights \$60</p> <p>Whats included?</p> <ul style="list-style-type: none"> • Bell tent hire and all interiors including queen bed or singles, linen, towels, cushions, rugs, blankets, rechargeable warm light USB lantern and chairs. • Delivery of your bell tent/s within our serviced area • Set up, pack up, washing of linen and cleaning <p style="text-align: right;">2 night hire prices</p>
<p>Tent Hire Price to charge</p> <p>Tent hire for pre-set up tent will be the same as for Fairbridge festival</p> <p>1000 of these will be available for 2 day hire only</p> <p>BYO tent will be \$100 a site (toilet facilities included)</p> <p>3000 sites will be available</p> <p>Parking will be included with these prices</p>	<p>http://fairbridgefestival.com.au/wp/buy/cosy-camping-on-the-oval/</p>	<p>Prices start from \$680.00.</p> <p style="text-align: right;">For weekend hire</p>

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<p>Ticket prices for equivalent festivals in Australia</p> <p>Cost price of tickets is \$418.68. This does not include consideration of revenue.</p> <p>On the basis of these festivals, the single day tickets will be \$180 per person.</p> <p>Double passes will be priced at \$300</p>	<p>https://www.splendourinthegrass.com/tickets</p> <p>https://fallsfestival.com/fremantle/tickets/</p> <p>https://rnbfridayslive.com/perth/#tickets</p> <p>https://www.flightnetwork.com.au/blog/australias-top-music-festivals-of-2018/#Undara%20Outback%20Rock%20and%20Blues</p>	 <p>3 DAY EVENT TICKET SATURDAY EVENT TICKET</p> <p>PLEASE NOTE, TICKETS FOR SPLENDOUR TICKETS AND THE OFFICIAL S</p> <p>CAMPING TICKET - \$129 + FEES (INC E</p> <p>ALL AGES. VALID F \$399 + FEES (INC</p> <p>ALL AGES. VALID PH \$179 + FEES (INC B</p> <p>WEEKEND FESTIVAL TICKET \$279 + FEES</p> <p>SINGLE DAY FESTIVAL TICKET \$149 + FEES</p> <p>Entrance Price: AUD \$110</p> <p>Perth lights up in a flurry of folk, world and roots music when the Fairbridge Festival comes Fairbridge is hailed as a favorite family camping festival and a unique environment to</p> <p>Dates: April 27-29</p> <p>Entrance Price: AUD \$165 adult, \$140 senior, \$80 teenager, \$45 child, \$20 6 and under</p> <p>Escape to the countryside with friends and family and enter a music lover's paradise with The Gum Ball festival. Australian and international musicians gather to create the perfect mainstage while attendees furt</p> <p>Dates: April 20-22</p> <p>Entrance Price: AUD \$170</p> <p>The most iconic and stunning landscape will act as the backdrop for the Undara Outback Rock and Blues</p>

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<p>Toilets</p> <p>Calculator: (95 toilets) @150 per toilet</p>	<p>https://vikingrentals.com.au/events-toilet-facility-hire/</p> <p>https://www.instanttoilets.com.au/hire/?keyword=portable%20toilet%20hire&gclid=EAlaIqobChMI7buXo-eK3QIVzQQgCh0VOwCcEAAYASAAEgJ-ovD_BwE</p>	 <p>Need Portable Toilets For An Event? Book Online - Now From Only \$150ea! Per</p>
<p>Van Hire</p>	<p>https://www.alphacarhire.com.au/cars/van</p>	 <p>A Premium Protection Package is available to renters over the age of 25 at an additional cost. If this package is selected it will reduce your Multi and Single Vehicle Accident liability and provide total peace of mind for as little as an additional \$19 per day (1-7 days), \$14 per day (8-14 days) or \$9 (15+ days). By selecting the Premium Protection Package you will reduce</p>

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<p>Waste Management</p> <p>Including bin calculator</p> <p>63 General waste bins (plus collection) @ \$28.88</p> <p>42 Recycling waste bins (plus collection) @ \$28.88</p> <p>5 Skip bins (plus collection) @ \$ 123.20</p>	<p>https://www.perth.wa.gov.au/sites/default/files/documents/Event%20Fees%20Charges%20Effective%201%20July%202017%20%282%29.pdf</p> <p>https://www.perth.wa.gov.au/sites/default/files/.../Event%20Bin%20Calculator.xlsx</p>	<table border="1"> <thead> <tr> <th colspan="3">Event Bin Hire</th> </tr> </thead> <tbody> <tr> <td>General Waste – 240L</td> <td>Per Bin</td> <td>23.10</td> </tr> <tr> <td>General Waste – 240L additional collection</td> <td>Per Collection</td> <td>5.78</td> </tr> <tr> <td>General Waste – 660L</td> <td>Per Bin</td> <td>60.50</td> </tr> <tr> <td>General Waste – 660L additional collection</td> <td>Per Collection</td> <td>15.40</td> </tr> <tr> <td>General Waste – 1100L</td> <td>Per Bin</td> <td>99.00</td> </tr> <tr> <td>General Waste – 1100L additional collection</td> <td>Per Collection</td> <td>24.20</td> </tr> <tr> <td>Recycling – 240L</td> <td>Per Bin</td> <td>23.10</td> </tr> <tr> <td>Recycling – 240L additional collection</td> <td>Per Collection</td> <td>5.78</td> </tr> <tr> <td>Recycling – 660L</td> <td>Per Bin</td> <td>60.50</td> </tr> <tr> <td>Recycling – 660L additional collection</td> <td>Per Collection</td> <td>15.40</td> </tr> <tr> <td>Recycling – 1100L</td> <td>Per Bin</td> <td>99.00</td> </tr> <tr> <td>Recycling – 1100L additional collection</td> <td>Per Collection</td> <td>24.20</td> </tr> </tbody> </table> <table border="1"> <thead> <tr> <th>CORE EVENT ACTIVITY</th> <th>FOOD AND DRINK AVAILABLE at the event</th> <th>Event Length</th> <th>No people</th> <th>No of 240L bins required</th> <th>No of min Bin stations</th> <th>Min No of 240 Recycling Bins Required</th> <th>Min No of 240L Landfill Bins Required</th> <th>Min number of Skip bins required</th> <th>Comments</th> </tr> </thead> <tbody> <tr> <td rowspan="4">Concert</td> <td>None</td> <td>8</td> <td>5000</td> <td>7</td> <td>3</td> <td>3</td> <td>3</td> <td>5</td> <td>None = 0.17L per person per meal</td> </tr> <tr> <td>Drinks</td> <td>8</td> <td>5000</td> <td>10</td> <td>5</td> <td>5</td> <td>5</td> <td>5</td> <td>Drinks = 0.25L per person per meal</td> </tr> <tr> <td>Food/Drinks</td> <td>8</td> <td>5000</td> <td>42</td> <td>21</td> <td>21</td> <td>21</td> <td>5</td> <td>Food and drinks = 1 per person per meal</td> </tr> <tr> <td>Food/Drinks/Alcohol</td> <td>8</td> <td>5000</td> <td>63</td> <td>21</td> <td>42</td> <td>21</td> <td>5</td> <td>plus alcohol= 1.5 per person per meal</td> </tr> <tr> <td></td> <td>None</td> <td>8</td> <td>5000</td> <td>7</td> <td>3</td> <td>3</td> <td>3</td> <td>5</td> <td></td> </tr> </tbody> </table>	Event Bin Hire			General Waste – 240L	Per Bin	23.10	General Waste – 240L additional collection	Per Collection	5.78	General Waste – 660L	Per Bin	60.50	General Waste – 660L additional collection	Per Collection	15.40	General Waste – 1100L	Per Bin	99.00	General Waste – 1100L additional collection	Per Collection	24.20	Recycling – 240L	Per Bin	23.10	Recycling – 240L additional collection	Per Collection	5.78	Recycling – 660L	Per Bin	60.50	Recycling – 660L additional collection	Per Collection	15.40	Recycling – 1100L	Per Bin	99.00	Recycling – 1100L additional collection	Per Collection	24.20	CORE EVENT ACTIVITY	FOOD AND DRINK AVAILABLE at the event	Event Length	No people	No of 240L bins required	No of min Bin stations	Min No of 240 Recycling Bins Required	Min No of 240L Landfill Bins Required	Min number of Skip bins required	Comments	Concert	None	8	5000	7	3	3	3	5	None = 0.17L per person per meal	Drinks	8	5000	10	5	5	5	5	Drinks = 0.25L per person per meal	Food/Drinks	8	5000	42	21	21	21	5	Food and drinks = 1 per person per meal	Food/Drinks/Alcohol	8	5000	63	21	42	21	5	plus alcohol= 1.5 per person per meal		None	8	5000	7	3	3	3	5	
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<p>Water</p>	<p>https://www.officeworks.com.au/shop/officeworks/p/aqua-to-go-premium-spring-water-500ml-96-x-20-pack-aq20packkt</p>	<p>Aqua to Go Premium Spring Water 500mL 96 x 20 Pack</p> <p>Product Code: AQ20PACKKT Category Links: Bottled Water</p>  <p>\$452.00</p>																																																																																																

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<p>Welcome to Country</p> <p>2012 price – inflation calculator used</p>	<p>http://www.abc.net.au/news/2012-05-23/concerns-over-welcome-to-country-charges/4028138</p>	<p>Some Aboriginal corporations are charging up to \$700 per appearance.</p>
<p>Wrist bands</p>	<p>https://www.officeworks.com.au/shop/officeworks/p/rexel-fluoro-wrist-bands-yellow-100-pack</p>	<p>Rexel Fluoro Wrist Bands Yellow 100 Pack</p> <p>Product Code: RE9861105 Category Links: Wristbands</p> <p>\$33.40</p> <p>Available for orders between \$55.00</p> 