

**Florida CraftArt, Inc.**  
**CraftArt/Twist**  
**All Transactions**

	<u>CA 20</u>	<u>CA 19</u>	<u>CA 18</u>	<u>CA 17</u>	<u>CA 16</u>	
1						
2	<b>Ordinary Income/Expense</b>					
3	<b>Income</b>					
4	<b>Earned Income</b>					
5	<b>CraftArt Festival</b>					
6	Fees	2,805.72	43,337.05	39,706.65	32,036.46	27,814.50
7	Sponsorship/Direct Support	20,750.00	51,046.95	50,729.80	50,277.91	31,001.39
8	In-Kind Support - Festival	0.00	19,372.00	0.00	0.00	0.00
9	<b>Total CraftArt Festival</b>	<u>23,555.72</u>	<u>113,756.00</u>	<u>90,436.45</u>	<u>82,314.37</u>	<u>58,815.89</u>
10	<b>Total Earned Income</b>	<u>23,555.72</u>	<u>113,756.00</u>	<u>90,436.45</u>	<u>82,314.37</u>	<u>58,815.89</u>
11	<b>Total Income</b>	<u>23,555.72</u>	<u>113,756.00</u>	<u>90,436.45</u>	<u>82,314.37</u>	<u>58,815.89</u>
12	<b>Gross Profit</b>	<u>23,555.72</u>	<u>113,756.00</u>	<u>90,436.45</u>	<u>82,314.37</u>	<u>58,815.89</u>
13	<b>Expense</b>					
14	<b>CraftArt Festival Expenses</b>					
15	Awards / Jury Fees	0.00	10,967.50	12,000.89	10,035.00	11,500.00
16	Fees / Permits / Supplies	3,809.10	47,062.38	25,677.61	28,835.05	23,825.69
17	Promotion	4,327.18	8,430.82	9,352.67	11,394.28	12,855.77
18	CraftArt Festival Expenses - Other	0.00	14,254.08	0.00	0.00	0.00
19	<b>Total CraftArt Festival Expenses</b>	<u>8,136.28</u>	<u>80,714.78</u>	<u>47,031.17</u>	<u>50,264.33</u>	<u>48,181.46</u>
20	<b>Program Services</b>					
21	Fees / Awards/Guest Artists	0.00	133.41	0.00	0.00	0.00
22	Postage / Delivery	0.00	500.00	557.80	0.00	0.00
23	<b>Total Program Services</b>	<u>0.00</u>	<u>633.41</u>	<u>557.80</u>	<u>0.00</u>	<u>0.00</u>
24						
25	<b>Gross Profit After Expenses</b>	<u>15,419.44</u>	<u>32,407.81</u>	<u>42,847.48</u>	<u>32,050.04</u>	<u>10,634.43</u>
26						
27	<b>Administration Expense</b>					
28	Bank Service Fees	12.00	0.00	0.00	0.00	0.00
29	Board / Staff Expenses	0.00	51.55	0.00	0.00	0.00
30	Liability Insurance	0.00	0.00	588.86	0.00	0.00
31	Parking Expense	0.00	27.00	10.00	0.00	0.00
32	Payroll	23,360.09	10,493.66	9,538.33	0.00	0.00
33	Payroll Fees / Taxes	254.71	1,359.95	784.51	0.00	0.00
34	Staff Benefits	1,441.54	880.89	731.40	0.00	0.00
35	Travel	0.00	34.44	0.00	0.00	0.00
36	Worker's Comp	90.06	95.51	0.00	0.00	0.00
37	<b>Total Administration Expense</b>	<u>25,158.40</u>	<u>12,943.00</u>	<u>11,653.10</u>	<u>0.00</u>	<u>0.00</u>
38	<b>Total Expense</b>	<u>33,294.68</u>	<u>94,291.19</u>	<u>59,242.07</u>	<u>50,264.33</u>	<u>48,181.46</u>
39	<b>Net Ordinary Income</b>	<u>-9,738.96</u>	<u>19,464.81</u>	<u>31,194.38</u>	<u>32,050.04</u>	<u>10,634.43</u>
40	<b>Net Income</b>	<u><u>-9,738.96</u></u>	<u><u>19,464.81</u></u>	<u><u>31,194.38</u></u>	<u><u>32,050.04</u></u>	<u><u>10,634.43</u></u>

2020	<b>EMERGING ARTISTS SPONSORS</b>		
1	Kathryn Howd and Edward Rucks	\$ 1,500	
2	David and Becky Ramsey	\$ 1,500	
3	Duncan and Irene McClellan	\$ 1,500	
4	Michael and Andrea Graham	\$ 1,500	
5	Bob and Andria Welker	\$ 1,500	
6	Scott Sherman and Ben Mandell	\$ 1,500	
	<b>Emergin Artists total</b>		
	<b>GENERAL SPONSORS</b>		<b>\$ 9,000</b>
1	Tom James	\$ 5,000	
2	Ralph Zirinsky, Development Manager	\$ 10,000	
3	Stephen Ponzillo, Asst. VP , Community Relations	\$ 2,500	
4	Jeri Gammage	\$ 250	
5	Susan DiBono	\$ 250	
	<b>General Sponsors Total</b>		<b>\$ 18,000</b>
	<b>Total Emerging and General</b>	<b>\$ 27,000</b>	
	<b>IN KIND SPONSORS</b>		
	Dave Collyer	\$ 400	
	Brian James	\$ 2,000	
	<b>In Kind Total</b>	<b>\$ 2,400</b>	

**CraftArt Festival 2019 Sponsorship**

<b>SPONSOR</b>	<b>Level &amp; Award</b>	<b>Amount</b>	<b>Contact</b>	<b>Phone</b>
<b>CASH</b>				
Red Apple Group	Presenting/Directors	\$ 10,000	Susan Reiter & Andy Schlauch	212-373-8491
Raymond James	Best of Show	\$ 5,000	Joanne Detlor	567-5001,1000
Don CeSar	Children's Tent	\$ 4,000	Todd Gehrke	363-5080
Regions Bank	Awards of Excellence	\$ 5,000	Stacia Schrader, Bruce Andrulis, Flor Rosales	823-0133 800-734-4667
Tricera Capital	Awards of Excellence	\$ 2,500	Scott Sherman & Ben Mandell	(954) 815-4316 (305) 807-5983
PIE	Hospitality Tent	\$ 1,500	Michele Routh	727/453-7879
Betsy & Randy Lay		\$ 500		
DMG School Project	Emerging Artist	\$ 1,500	Duncan & Irene McClellan	813-760-6600
Kathryn Howd	Emerging Artist	\$ 1,500	Kathryn Howd	365-1781
Barbara Sansone	Emerging Artist	\$ 1,500	Barbara Sansone	727/822-8095
Kevin Beck	Emerging Artist	\$ 1,500	Kevin Beck	727/873 -1177
Jeff & Jenn Lovelady	Emerging Artist	\$ 1,500	Jeff & Jenn Lovelady	423-8600
Robert & Andria Welker	Emerging Artist	\$ 1,500	Robert Welker & Mrs	813-985-5517
Bowls for Good	Donating % back	\$ 150	Ben Ferrell & Yvonne	512-9313
Janssen & Igar CPA PA	??	\$ 250		
Seacoast Bank	Music	\$ 500	Roy Binger	
Binger Insurance	Water wagon	\$ 250	Roy & Catherine Binger	727/822-2719
<b>TOTAL CASH</b>		<b>\$ 38,650</b>		
<b>In Kind</b>				
Acropolis Greek Taverna	In-Kind Artist Dinner	\$ 2,000	Z	<a href="tel:7278231010">(727) 823-1010</a>
WUSF	In-Kind Ads	\$ 2,000	Sherry Hood, Sandy Tabor	813-334-4663, 813-833-8069
TB Times	In-Kind Ads	\$ 2,000	Ann Putnam	727/892-2933
Creative Loafing	In-Kind Ads	\$ 2,000	Anthony Carbone	813-956-4429
Sir Speedy	in-kind banner 3X8	\$ 110	jason and James	
Jeri Gammage	Artists' Breakfast	\$ 400		
Brian James Photography	In-Kind emerging	\$ 1,980	Brian James	727/744-2254
Highwater Clay	4 bags of clay	\$ 69	Haley and Barbara	727-553-9344
Color Concepts Printing	Emerging Artists Postcards	\$ 325		
Michael Jay	playing music	\$ 400		
Claudia Larrain	Collectors' Circle dinner	\$ 6,113		
Don Strobel	Collectors' Circle dinner	\$ 350		
Kathryn Howd	CAF Judge dinner	\$ 500		
Matthew Hoffman	CAF Awards	\$ 800		
<b>TOTAL INKIND</b>		<b>\$ 19,047</b>		
	Budget goal	\$ (55,729)		
	Total cash	\$ 38,650		
	Total in-kind	\$ 19,047		
	Difference	\$ 1,968		

Collectors' Circle \$ 50 29 \$ 1,450

# Florida CraftArt Festival

<u>SPONSOR</u>	<u>LEVEL</u>	<u>AMOUNT</u>	<u>PAID</u>
Red Apple Group	Presenting	10,000	10,000
Raymond James	Best of Show	5,000	5,000
Don CeSar	Children's Tent	4,000	0
Duke Energy	Awards of Excellence	2,500	0
Regions Bank	TBD	3,000	3,000
Trenam Law	Awards of Excellence	2,500	2,500
Tricera Corp	TBD	2,500	0
Camden Place	Demo Tent	2,000	2,000
PIE	Hospitality Tent	1,500	0
Tyrone Sq Mazda	TBD	1,500	0
Duncan McClellan	Emerging Artist	1,500	1,500
Kathryn Howd	Emerging Artist	1,500	1,500
Barbara Sansone	Emerging Artist	1,500	1,500
Kevin Beck	Emerging Artist	1,500	1,500
Royal Bank of Canada	Emerging Artist	1,500	1,500
Jeff & Jenn Lovelady	Emerging Artist	1,500	1,500
Robert Welker	Emerging Artist	1,500	1,500
Rising Tide Innovation Center	Emerging Artist	1,500	1,500
		<b>46,500</b>	<b>34,500</b>
<b>IN-KIND</b>			
WUSF		990	
TB Times		1,500	
Total Wine	discount	1,000	
Creative Loafing 1/4 Nov 8 & 15		800	
Great Bay Distributors?	discount	<b>4,290</b>	
<b>HAVE INFO - ASKED</b>			
UPC Insurance	no reply		
Hilton Downtown	no reply		
Caddy's St. Pete	Artist Awards Dinner		
Dr. BBQ	Artist Awards Dinner		
Echelon	no reply		
Lenne Nikklaus	maybe		
Bank of Ozk	no reply		
Seacoast Bank	no reply		
Premier Eye Care	no reply		
Binger Insurance	Water wagon?	250	
<b>Collectors Circle</b>			
		<b>950</b>	

CraftArt 2017 Sponsors

GREETING	COMPANY		2016	NOTES	2017	rec'd	inkind
Tyler Jones	REMAX METRO JJ and the Z	12/13/2016	2,500		\$10,000		
Joanne Detlor	Raymond James	10/6/2016	5,000		\$5,000	X	
David Hood	Northwestern Mutual				\$5,000	X	
Todd Gehrke	Don Cesar				\$4,000	X	
Cindy McGarrigle, VP & West FL Maktg Mgr.	Regions Bank	07/25/2016	2,500		\$2,500	x	
Jeff Baker, Gov't & Community Relations Mgr.	Duke Energy	11/16/2016	2,500		\$2,500	x	
Duncan McClellan	DMG School Project	08/30/2016	1,500		\$1,500	X	
David Fogel	Tyrone Square Mazda	08/02/2016	1,500		\$1,500	X	
Kathryn Howd			1,000		\$1,500	x	
Jennifer and Jeff Lovelady					\$1,500	X	
Kylie Barton	Trenam Law	10/19/2016	1,000		\$1,000	x	
Michele Routh, Public Relations Director	St. Pete - Clearwater International Airport	10/25/2016	1,000		\$1,000	x	
Mary Alice Braukman		8/30/2017			\$500.00	x	
	Red Apple Group				\$500.00	x	
Barbara Sansone					\$300.00	x	
Anne Putnam, Promotions Coordinator	Tampa Bay Times	11/01/2016		\$5,000 Value			X
James Ostrand	Creative Loafing			\$1,000 value			X
Chris Lewis, Sales Manager	Great Bay Distributors	10/24/2016	1,500	No \$, just a truck, we didn't sell enough			x
Jessi Rogers	Souzou Asian Kitchen			artist dinner			x
	Total Wine			30% discount			X
Sherry Hood	WUSF			\$900 value			X
Board of Directors					600.00		
		Total			\$38,900		