

| Lombard Brew Fest              | 2024A    | 2025B       | 2025A       | 2026B       | 2024 Revenue               |             | 2025 Revenue           |             |
|--------------------------------|----------|-------------|-------------|-------------|----------------------------|-------------|------------------------|-------------|
| Labor & Outside Services       |          |             |             |             | Lombard Tourism Grant      | \$12,500.00 | Lombard Tourism G      | \$15,500.00 |
|                                |          |             |             |             | Ticket Sales               |             | Ticket Sales           |             |
|                                |          |             |             |             | Ticket VIP                 | SOLD        | Ticket VIP             | SOLD        |
|                                |          |             |             |             | Ticket General Admisson    | SOLD        | Ticket General Adm     | SOLD        |
|                                |          |             |             |             | Non-Drinker Tickets        | SOLD        | Non-Drinker Tickets    | SOLD        |
| Set-Up & Tear Down Labor       | \$1,280  | \$1,300     | \$1,280     | \$1,280     |                            |             |                        |             |
| Run Crew                       | \$1,980  | \$2,000     | \$1,980     | \$1,980     | Tickets/Merch - EventBrite | \$53,329.04 | Tickets/Merch - Eve    | \$33,620.00 |
| Security (inc ID checkers)     | \$2,500  | \$2,500     | \$2,620     | \$2,620     | Food Vendor Fee            | \$600.00    | Food Vendor Fee        | \$300.00    |
| Golf Cart Flat Bed             | \$861    | \$900       | \$600       | \$600       | Gate Sales                 |             | Gate Sales             | \$1,245.63  |
| Maintenance Service            | \$947    | \$1,000     | \$966       | \$966       | Brewery Refunds            | \$1,392.50  | Brewery Refunds        | \$1,399.20  |
| Ticket Sellers                 |          | \$0         |             |             | Pre-Event Merch Sales      |             | Pre-Event Merch Sales  |             |
| Police                         |          | \$0         |             |             | On Site Merch Sales        | \$779.00    | On Site Merch Sale     | \$0.00      |
| City Services                  | \$0      | \$3,500     | \$3,000     | \$3,000     | Merch sponsorship          |             | Merch sponsorship      |             |
| Total Labor & Outside Services | \$7,568  | \$11,200.00 | \$10,445.86 | \$10,445.86 | Sponsorship                | \$8,479.61  | Sponsorship            | \$7,500.00  |
| Marketing                      |          |             |             |             | Total Revenue:             | \$77,080.15 | Total Revenue:         | \$59,564.83 |
| Website and event bright fee   | \$473    | \$500       | \$0         | \$0         |                            |             |                        |             |
| Facebook Ads/Paid search       | \$300    | \$300       | \$692       | \$692       |                            |             |                        |             |
| Logo Design/Design for Event   | \$1,000  | \$1,000     | \$1,300     | \$1,300     | Actual 2024 Net Profit     | \$2,063.02  | Actual 2025 Net Profit | -\$1,333.97 |
| Lanyards                       | \$1,020  | \$1,200     | \$573       | \$573       |                            |             |                        |             |
| Punch Cards                    | \$479    | \$550       | \$364       | \$364       |                            |             |                        |             |
| Merch                          | \$1,366  | \$1,700     | \$1,072     | \$1,072     |                            |             |                        |             |
| Total Marketing                | \$4,638  | \$5,250     | \$4,000     | \$4,000     |                            |             |                        |             |
| Equipment & Services           |          |             |             |             |                            |             |                        |             |
| Signage                        | \$1,958  | \$2,000     | \$916       | \$916       |                            |             |                        |             |
| Coasters                       | \$738    | \$800       | \$417       | \$417       |                            |             |                        |             |
| Beer Glasses 3oz               | \$0      | \$0         | \$0         | \$0         |                            |             |                        |             |
| Generators                     | \$1,387  | \$1,400     | \$1,653     | \$1,653     |                            |             |                        |             |
| Furniture & Equipment Rental   | \$15,688 | \$16,500    | \$13,010    | \$16,500    |                            |             |                        |             |

|                                       |                      |                 |                 |                 |
|---------------------------------------|----------------------|-----------------|-----------------|-----------------|
| Fencing                               | \$2,857              | \$3,000         | \$2,992         | \$2,992         |
| Portable Toilets & Sinks              | \$0                  | \$0             | \$0             | \$0             |
| Dumpsters                             | \$0                  | \$0             | \$0             | \$0             |
| Radios                                | \$279                | \$300           | \$640           | \$640           |
| Fire extinguishers                    | \$195                | \$0             | \$0             | \$200           |
| Water Truck                           | \$0                  | \$0             | \$0             | \$0             |
| Linens                                | \$1,030              | \$400           | \$0             | \$250           |
| Eventbright scanners                  | \$624                | \$700           | \$983           | \$983           |
| Community Group Donations             | \$2,500              | \$3,500         | \$5,000         | \$5,000         |
| <b>Total Equipment &amp; Services</b> | <b>\$27,255</b>      | <b>\$28,600</b> | <b>\$25,612</b> | <b>\$29,552</b> |
| <b>Cash Management Supplies</b>       |                      |                 | \$0             | \$0             |
| F&B Tickets                           |                      | \$0             | \$0             | \$0             |
| VIP Supplies                          | \$458                | \$500           | \$231           | \$500           |
| Cash Management                       | \$0                  | \$0             | \$0             | \$0             |
| <b>Total Cash Man. Supplies</b>       | <b>\$458</b>         | <b>\$500</b>    | <b>\$231</b>    | <b>\$500</b>    |
| <b>Entertainment</b>                  |                      |                 |                 |                 |
| Music/Talent                          | \$2,000              | \$2,000         | \$2,650         | \$2,650         |
|                                       |                      |                 |                 |                 |
| Sound                                 | \$650                | \$750           | \$0             | \$750           |
| Stage                                 | included<br>in tents | \$0             | \$0             | \$0             |
| <b>Total Entertainment</b>            | <b>\$2,650</b>       | <b>\$2,750</b>  | <b>\$2,650</b>  | <b>\$3,400</b>  |
| <b>Permits &amp; Licenses</b>         |                      | \$0             | \$0             | \$0             |
| Village/State/Health permits          | \$0                  | \$0             | \$0             | \$0             |
|                                       |                      |                 |                 |                 |
| State Liquor License                  | \$51                 | \$26            | \$51            | \$51            |
| Class J Liquor License                |                      | \$50            | \$50            | \$50            |
| Fire Department Inspections           |                      | \$0             | \$0             | \$0             |
| Insurance                             | \$625                | \$650           | \$625           | \$625           |
| <b>Total Permits &amp; Licenses</b>   | <b>\$676</b>         | <b>\$726</b>    | <b>\$726</b>    | <b>\$726</b>    |
| <b>Beverage Operations</b>            |                      |                 |                 |                 |
| Beer Paid by LWJC                     | \$19,003             | \$22,000        | \$15,234        | \$22,000        |
| Beer paid by RES                      | \$1,143              | \$0             | \$0             | \$0             |
| Beverage Manager                      |                      | \$0             | \$0             | \$0             |
| Beer sellers                          |                      | \$0             | \$0             | \$0             |

|                           |          |          |          |          |
|---------------------------|----------|----------|----------|----------|
| Ice                       | \$1,626  | \$1,800  | \$2,000  | \$2,000  |
| Extra Supplies            |          | \$750    | \$0      | \$750    |
| Total Beverage Operations | \$21,772 | \$24,550 | \$17,234 | \$24,750 |
| RES Costs                 |          |          | \$0      | \$0      |
| Ravenswood Management F   | \$10,000 | \$12,000 | \$0      | \$12,000 |
| Bank Fees                 |          | \$0      | \$0      | \$0      |
| Total Fees                | \$10,000 | \$12,000 | \$0      | \$12,000 |
| TOTAL EXPENSES            | #####    | \$85,576 | \$60,899 | \$85,374 |