

	Actuals		Proposed Budget		Current	2017 Budget Draft
	2017	2018	2019	2020		
<b>Revenues</b>						
<b>FEDERAL</b>						
Grantmaking Institutions: NEA Art Works, NEA Our Town, Institute of Museum & Library Services, Administration for Native Americans			\$400,000	\$500,000	\$900,000	
<i>Total: Federal</i>	\$0	\$0	\$400,000	\$500,000	\$900,000	
<b>STATE OF HAWAII</b>						
<del>2017 APPROPRIATION - \$500,000</del>		\$275,000	\$175,000	\$0	\$475,000	
2017 APPROPRIATION - \$500,000 CORRECTION		275,000	120,000	80,000	475,000	
<del>2018 APPROPRIATION - \$950,000</del>		\$0	\$755,000		\$755,000	
2018 APPROPRIATION - \$950,000 CORRECTION			855,000		855,000	
2019 APPROPRIATION - \$4,400,000				\$4,000,000	\$4,000,000	
2020 APPROPRIATION - \$1,000,000 (GIA)				\$1,000,000	\$1,000,000	
<i>Total: State of Hawaii</i>	\$0	\$275,000	\$975,000	\$5,080,000	\$6,330,000	
<b>C&amp;C OF HONOLULU</b>						
2019 Request - \$1,000,000			\$1,000,000		\$1,000,000	
2020 Request - \$1,000,000				\$1,000,000	\$1,000,000	
<i>Total: C&amp;C of Honolulu</i>	\$0	\$0	\$1,000,000	\$1,000,000	\$2,000,000	
<b>TOTAL GOVERNMENT</b>	<b>\$0</b>	<b>\$275,000</b>	<b>\$2,375,000</b>	<b>\$6,580,000</b>	<b>\$9,230,000</b>	
<b>PRIVATE GRANTS, SPONSORSHIPS &amp; FUNDRAISER</b>						
Hawaii Foundations				\$300,000	\$300,000	
National & International Foundations			\$170,000	\$375,000	\$545,000	
Individual Donations	\$10,000	\$1,000	\$50,000	\$75,000	\$136,000	
Corporate Sponsorships		\$50,000	\$600,000	\$1,000,000	\$1,650,000	
<i>Total, Grants</i>	\$10,000	\$51,000	\$820,000	\$1,750,000	\$2,631,000	
<b>TOTAL PRIVATE</b>	<b>\$10,000</b>	<b>\$51,000</b>	<b>\$820,000</b>	<b>\$1,750,000</b>	<b>\$2,631,000</b>	
<b>PROGRAM INCOME</b>						
Event & Ticket Sales: Gen. Admission, VIP Access, Special Events, Tour Packages				\$600,000	\$600,000	
Food & Merchandise Sales				\$325,000	\$325,000	
Vendor Fees				\$125,000	\$125,000	
<b>Total, Program Income</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1,050,000</b>	<b>\$1,050,000</b>	
<b>TOTAL REVENUE</b>	<b>\$10,000</b>	<b>\$326,000</b>	<b>\$3,195,000</b>	<b>\$9,380,000</b>	<b>\$12,911,000</b>	
<b>Expenses</b>						
<b>Administration: Salaries &amp; Wages</b>						
Festival Director - Vicky Takamine	In Kind	\$50,000	\$75,000	\$75,000	\$200,000	\$200,000 Personnel Administration
Finance Director - Jay Rojas (PA'I Managing Director)	in Kind	\$25,000	\$40,000	\$40,000	\$105,000	\$105,000 Personnel Administration
Director of Administration & Development - Michael Pili Pang	in Kind	\$25,000	\$75,000	\$75,000	\$175,000	\$175,000 Personnel Administration
Administrative Assistant	in kind	\$10,000	\$20,000	\$20,000	\$50,000	\$50,000 Personnel Administration

	Actuals		Proposed Budget			2017		
	2017	2018	2019	2020	Current	Budget Draft		
Programs Director - TBD	in kind	in kind	\$50,000	\$75,000	\$125,000	\$125,000	Personnel	Programming
Special Events Coordinator- TBD		in kind	\$50,000	\$75,000	\$125,000	\$125,000	Personnel	Planning
Fundraising & Corporate Sponsorship Coordinator- TBD		in kind	\$50,000	\$100,000	\$150,000	\$80,000	Personnel	Planning
Volunteer Coordinator- TBD		in kind	\$40,000	\$75,000	\$115,000	\$115,000	Personnel	Planning
Logistics Coordinator -TBD		in kind		\$25,000	\$25,000	\$125,000	Personnel	Planning
Lodging Coordinator- TBD		in kind		\$12,500	\$12,500	\$115,000	Personnel	Planning
Government Coordinator- TBD				\$30,000	\$30,000	\$100,000	Personnel	Planning
VIP Logistics Coordinator-TBD				\$30,000	\$30,000	\$100,000	Personnel	Planning
Grant Writer					\$0	\$40,000		
Director of Marketing/Communications					\$0	\$80,000		
Promotion & Marketing		\$13,436			\$13,436	\$863,436		
<i>Total: Salaries &amp; Wages</i>		<i>\$123,436</i>	<i>\$400,000</i>	<i>\$632,500</i>	<i>\$1,155,936</i>	<i>\$2,398,436</i>		
<b>Administration: Miscellaneous</b>								
Bank Fees (international Transaction Fees)		\$177	\$500	\$10,000	\$10,677	\$10,677	Misc	Bank Fees
Conferences -HTA Global Summit		\$1,500	\$2,000	\$2,000	\$5,500	\$5,500	Misc	Conference Fees
Contract Labor (Website Setup/Hosting/Video Documentation)		\$3,603	\$50,000	\$25,000	\$78,603	\$78,603	Personnel	Contract
Dues & Subscriptions (Software/business applications)		\$283	\$2,000		\$2,283	\$2,283	Supplies	Software
GIFTS - Fiji Council Members		\$385	\$2,000		\$2,385	\$2,385	Misc	Gifts
TRAVEL Council Mtgs n Fiji		\$14,888	\$0	\$0	\$14,888	\$14,888	Travel	Fiji
2019 Heads of State/Council Meeting & Site Visits ) O'ahu			\$15,000	\$50,000	\$65,000	\$65,000	Services	Site-Visit
Data, Survey & Evaluation		\$0	\$0	\$150,000	\$150,000	\$273,200	Services	Data Collection
Decorations of Venues						\$105,000		
Marketing & Communications						\$500,000		
Te Mata Tea - NZ Trip			\$20,000		\$20,000		Travel	Travel
MEALS (2018 Council Fiji & O'ahu Launch Event)		\$9,728	\$0	\$0	\$9,728	\$9,728	Travel	Meals
<i>Total: Miscellaneous</i>		<i>\$30,565</i>	<i>\$91,500</i>	<i>\$237,000</i>	<i>\$359,065</i>	<i>\$1,067,265</i>		
<b>Administration: HR &amp; Office</b>								
Human Resources/Payroll (contract)		in kind	\$5,000	\$7,500	\$12,500	\$12,500	Contractual	Human Resources
Office Furniture, Equipment, Supplies		\$368	\$20,000	\$40,000	\$60,368	\$60,368	Equipment	Equipment
VENUE RENTAL (Council Meetings/Special Events)		\$3,205	\$10,000	\$50,000	\$63,205	\$63,205	Events	Venue Rental
Accounting & Audits		\$0	\$32,000	\$40,000	\$72,000	\$72,000	Contractual	Accounting/Audit
Event IT and Telecommunications: Infrastructure, Landline, Wireless, Radio Frequency, Public address systems, TV and cable, Internet			\$0	\$150,000	\$150,000	\$50,000	Contractual	Telecom
Language services		in kind	\$50,000	\$150,000	\$200,000	\$200,000	Services	Translation
Office Telephone/Utilities/Cable		in kind	\$3,000	\$5,000	\$8,000	\$10,000	Contractual	Telecom
Rent - Office		in kind	\$28,800	\$28,800	\$57,600	\$120,000	Contractual	Rent
<i>Total: HR &amp; Office</i>		<i>\$3,573</i>	<i>\$148,800</i>	<i>\$471,300</i>	<i>\$623,673</i>	<i>\$588,073</i>		
<b>THESE TOTALS ABOVE WERE NOT CAPTURING THE FIRST TWO ALLOCATIONS IN THE FORMULA</b>								
<b>Administration: Legal</b>								
Legal services			\$10,000	\$50,000	\$60,000	\$60,000	Contractual	Legal
Licensing royalties			\$40,000	\$100,000	\$140,000	\$140,000	Contractual	Royalties
Insurance			\$5,000	\$100,000	\$105,000	\$105,000	Contractual	Insurance
Operational/workplace safety			\$10,000	\$100,000	\$110,000	\$110,000	Contractual	Insurance
<i>Total: Legal</i>		<i>\$0</i>	<i>\$65,000</i>	<i>\$350,000</i>	<i>\$415,000</i>	<i>\$415,000</i>		

	Actuals		Proposed Budget		2017 Budget Draft		
	2017	2018	2019	2020			
<b>TOTAL Administration Expenses</b>		<b>\$157,573</b>	<b>\$705,300</b>	<b>\$1,690,800</b>	<b>\$2,553,673</b>		<b>\$4,468,773</b>
<b>Programs: Ceremonies and Protocol</b>							
Arrival of the Wa'a Ceremony- Magic Island							\$525,000
Opening Ceremony- 'Iolani Palace							\$275,000
Lei Draping Ceremony - King Kamehameha Statue (City & County Sponsored Event)				\$5,000	\$5,000	\$5,000	Events Lei Draping
Kamehameha Day Parade/Parade of Nations				\$300,000	\$300,000	\$3,000	Events Parade
Heads of State Welcome			\$25,000	\$75,000	\$100,000	\$100,000	Events VIP Hosting
VIP Gifts and Protocols						\$35,000	
<i>Total: Ceremonies &amp; Protocols</i>			<i>\$25,000</i>	<i>\$380,000</i>	<i>\$405,000</i>	<i>\$943,000</i>	
<b>Programs: Exhibits &amp; Venues</b>							
Festival Village Programs & Events - 9 days							\$3,000,000
Hawai'i State Art Museum (State Foundation of Culture & Arts co-sponsored)							\$10,000
Film Festival- (Pacific Islanders in Communications Sponsored)				\$10,000	\$10,000	\$10,000	Events Film Festival
Bishop Museum (Institute for Museum & Library Studies co-sponsored)				\$150,000	\$150,000	\$150,000	Events Bishop
Honolulu Museum of Art - (MapFund co sponsored events)				\$150,000	\$150,000	\$150,000	Events Literary
Wearable Art Shows - Hawai'i Convention Center				\$400,000	\$400,000	\$400,000	Events Fashion
Queen Pageant - Hawai'i Convention Center				\$150,000	\$150,000	\$150,000	Events Fashion
Ecumenical Service - Hawai'i Convention Center				\$150,000	\$150,000	\$150,000	Events Ecumenical
Culinary Demonstrations - Festival Village				\$150,000	\$150,000	\$150,000	Events Culinary
<i>Total: Exhibits &amp; Venues</i>			<i>\$0</i>	<i>\$1,160,000</i>	<i>\$1,160,000</i>	<i>\$4,170,000</i>	
<b>Programs: Education &amp; Production</b>							
Artistic Planning meetings			\$5,000	\$5,000	\$10,000	\$10,000	Contractual Training
Artistic personnel			\$5,000	\$100,000	\$105,000	\$105,000	Events Personnel
Artistic contractors			\$5,000	\$10,000	\$15,000	\$15,000	Events Contract
Community engagement						\$55,000	
Education programs			\$5,000	\$100,000	\$105,000	\$105,000	Events Educational
Merchandise			\$50,000	\$50,000	\$100,000	\$100,000	Supplies Merchandise
<i>Total : Education &amp; Production</i>			<i>\$70,000</i>	<i>\$265,000</i>	<i>\$335,000</i>	<i>\$390,000</i>	
<b>Programs: Media/Marketing/Sponsorship</b>							
Festival program design				\$10,000	\$10,000	\$10,000	Contractual Graphics
Festival program printing			\$2,000	\$50,000	\$52,000	\$52,000.00	Contractual Printing
Decorating - venues			\$1,000	\$50,000	\$51,000	\$51,000.00	Events Decorations
Sponsorship			\$5,000	\$20,000	\$25,000	\$25,000.00	Contractual Marketing
Merchandise			\$20,000	\$80,000	\$100,000	\$100,000.00	Supplies Merchandise
Ticketing				\$5,000	\$5,000	\$5,000.00	Contractual Printing/Fees
Website development			\$50,000	\$25,000	\$75,000	\$75,000.00	Contractual Website
Broadcasting				\$150,000	\$150,000	\$150,000.00	Contractual Media
Advertising/Media						\$850,000.00	
Documentation			\$20,000	\$100,000	\$120,000	\$120,000.00	Contractual Documentation
<i>Total: Media/Marketing/Sponsorship</i>			<i>\$98,000</i>	<i>\$490,000</i>	<i>\$588,000</i>	<i>\$1,438,000</i>	
<b>TOTAL Program Expenses</b>		<b>\$0</b>	<b>\$193,000</b>	<b>\$2,295,000</b>	<b>\$2,488,000</b>	<b>\$6,941,000</b>	

	Actuals		Proposed Budget			2017 Budget Draft		
	2017	2018	2019	2020	Current			
<b>Venues &amp; Facilities: Design &amp; Construction</b>								
Festival Village (Planning/Design & Construction)			\$0	\$272,900	\$272,900	\$2,200,000	Contractual	Engineering/Construction
Exhibition/Performances Venues - Hawai'i Convention Center			\$0	\$363,465	\$363,465	\$2,050,000	Contractual	Venue
Media / Work force offices			\$0	\$50,000	\$50,000	\$50,000	Contractual	Rent
Temporary facilities			\$25,000	\$50,000	\$75,000	\$75,000	Contractual	Rent
VIP lounges			\$0	\$100,000	\$100,000	\$100,000	Contractual	Venue
HOD administration centers						\$100,000		
<i>Total: Design &amp; Construction</i>	<i>\$0</i>	<i>\$0</i>	<i>\$25,000</i>	<i>\$836,365</i>	<i>\$861,365</i>	<i>\$4,575,000</i>		
<b>Venues &amp; Facilities: Services</b>								
Venue rental			\$0	\$100,000	\$100,000	\$250,000	Contractual	Venue
Cleaning/waste management			\$0	\$300,000	\$300,000	\$50,000	Contractual	Utilities
Laundry service			\$0	\$20,000	\$20,000	\$20,000	Contractual	Utilities
Utilities			\$0	\$50,000	\$50,000	\$50,000	Contractual	Utilities
<i>Total: Equipment &amp; Production</i>			<i>\$0</i>	<i>\$470,000</i>	<i>\$470,000</i>	<i>\$370,000</i>		
<b>Venues &amp; Facilities: Equipment &amp; Production</b>								
Security: crowd control, bag search						\$150,000	Contractual	Security
Ushers / tickets						\$50,000		
Audience service and info						\$10,000		
Tent, Equipment rental - sound, staging, lighting			\$0	\$380,500	\$380,500	\$2,000,000	Contractual	Equipment
Production personnel						\$250,000		
Production contractors			\$50,000	\$250,000	\$300,000	\$300,000	Personnel	Contract
<i>Total: Equipment &amp; Production</i>			<i>\$50,000</i>	<i>\$630,500</i>	<i>\$680,500</i>	<i>\$2,760,000</i>		
<b>TOTAL Venues &amp; Facilities Expenses</b>	<b>\$0</b>	<b>\$0</b>	<b>\$75,000</b>	<b>\$1,936,865</b>	<b>\$2,011,865</b>	<b>\$7,705,000</b>		
<b>Support Services: Medical</b>								
Hospital facilities			\$0	\$5,000	\$5,000	\$100,000	Services	Medical
Medical transport			\$0	\$50,000	\$50,000	\$50,000	Services	Medical
Venue first aid						\$25,000		
Delegation care						\$20,000		
<i>Total: Medical</i>			<i>\$0</i>	<i>\$55,000</i>	<i>\$55,000</i>	<i>\$195,000</i>		
<b>Support Services: Catering</b>								
Delegation (2,800 X\$ 34 X 15 days)			\$0	\$1,554,000	\$1,554,000	\$1,890,000	Services	Catering
VIP (56 X \$75 X 15 days)			\$0	\$63,000	\$63,000	\$225,000	Services	Catering
Hospitality - VIPs, Sponsors, Government			\$0	\$50,000	\$50,000	\$50,000	Services	Catering
Staff and volunteers			\$0	\$100,000	\$100,000	\$100,000	Services	Catering
Media			\$0	\$15,000	\$15,000	\$15,000	Services	Catering
<i>Total: Catering</i>			<i>\$0</i>	<i>\$1,782,000</i>	<i>\$1,782,000</i>	<i>\$2,280,000</i>		
<b>Support Services: Security</b>								
Equipment and facilities						\$150,000		
Contracted security			\$0	\$46,000	\$46,000	\$525,000	Personnel	Security
Support to Police			\$0	\$200,000	\$200,000	\$200,000	Personnel	Security
Planning, training & management						\$50,000		

	Actuals		Proposed Budget			2017 Budget Draft		
	2017	2018	2019	2020	Current			
<i>Total: Security</i>			\$0	\$246,000	\$246,000	\$875,000		
<b>Support Services: Transportation</b>								
Delegation travel - buses (56 buses X \$500 X 15 days) * 3 trips/day			\$5,000	\$1,260,000	\$1,265,000	\$1,265,000	Services	Transportation
VIP travel - rental cars (56pax X \$80 X 15 days)			\$0	\$67,200	\$67,200	\$240,000	Services	Transportation
Work force, committee						\$15,000		
Corporate/sponsors/donors			\$0	\$5,000	\$5,000	\$5,000	Services	Transportation
Public -Shuttles between venues			\$0	\$75,000	\$75,000	\$75,000	Services	Transportation
<i>Total: Transportation</i>			\$5,000	\$1,407,200	\$1,412,200	\$1,600,000		
<b>Support Services: Accomodations</b>								
Accommodations - delegation (2,800 X \$48 X 15 days)			\$0	\$2,016,000	\$2,016,000	\$2,016,000	Services	Housing
Accommodatons - VIP (56pax X \$300 X 15 days)			\$0	\$252,000	\$252,000	\$900,000	Services	Housing
<i>Total: Accomodations</i>			\$0	\$2,268,000	\$2,268,000	\$2,916,000		
<b>TOTAL Support Services Expenses</b>		<b>\$0</b>	<b>\$5,000</b>	<b>\$5,758,200</b>	<b>\$5,763,200</b>	<b>\$7,866,000</b>		
<b>Total Expenses</b>	<b>\$0</b>	<b>\$157,573</b>	<b>\$978,300</b>	<b>\$11,680,865</b>	<b>\$12,816,738</b>	<b>\$26,980,773</b>		
<b>Total Income</b>	\$10,000	\$326,000	\$3,195,000	\$9,380,000	\$12,911,000			
<b>NET (LOSS/GAIN)</b>	\$10,000	\$168,427	<b>\$2,216,700</b>	<b>-\$2,300,865</b>	<b>\$94,262</b>			

**FESTPAC Hawaii 2020**  
Budget

	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>Totals</b>
<b>Revenues</b>					
<b>Federal</b>	\$ -	\$ -	\$ 400,000	\$ 500,000	\$ 900,000
Grants	\$ -	\$ -	\$ 400,000	\$ 500,000	\$ 900,000
<b>State</b>	\$ -	\$ 275,000	\$ 975,000	\$ 5,080,000	\$ 6,330,000
2017 Appropriation - \$500,000	\$ -	\$ 275,000	\$ 120,000	\$ 80,000	\$ 475,000 (does not include 10% reserve)
2018 Appropriation - \$950,000	\$ -	\$ -	\$ 855,000	\$ -	\$ 855,000 (does not include 10% reserve)
2019 Appropriation - \$4,000,000	\$ -	\$ -	\$ -	\$ 4,000,000	\$ 4,000,000
2020 Appropriation - \$1,000,000 (GIA)	\$ -	\$ -	\$ -	\$ 1,000,000	\$ 1,000,000
<b>City &amp; County of Honolulu</b>	\$ -	\$ -	\$ 1,000,000	\$ 1,000,000	\$ 2,000,000
2019 Request - \$1,000,000	\$ -	\$ -	\$ 1,000,000	\$ -	\$ 1,000,000
2020 Request - \$1,000,000	\$ -	\$ -	\$ -	\$ 1,000,000	\$ 1,000,000
<b>Private Fundraising</b>	\$ 10,000	\$ 51,000	\$ 820,000	\$ 1,750,000	\$ 2,631,000
Hawaii Foundations	\$ -	\$ -	\$ -	\$ 300,000	\$ 300,000
National/International Foundations	\$ -	\$ -	\$ 170,000	\$ 375,000	\$ 545,000
Individual Donations	\$ 10,000	\$ 1,000	\$ 50,000	\$ 75,000	\$ 136,000
Corporate Sponsorships	\$ -	\$ 50,000	\$ 600,000	\$ 1,000,000	\$ 1,650,000
<b>Program Income</b>	\$ -	\$ -	\$ -	\$ 1,050,000	\$ 1,050,000
Event & Ticket Sales	\$ -	\$ -	\$ -	\$ -	\$ -
Events, Tour Packages	\$ -	\$ -	\$ -	\$ 600,000	\$ 600,000
Food/Merchandise Sales	\$ -	\$ -	\$ -	\$ 325,000	\$ 325,000
Vendor Fees	\$ -	\$ -	\$ -	\$ 125,000	\$ 125,000
<b>Total Revenues</b>	<b>\$ 10,000</b>	<b>\$ 326,000</b>	<b>\$ 3,195,000</b>	<b>\$ 9,380,000</b>	<b>\$ 12,911,000</b>
<b>Expenses</b>					
<b>Salaries/Honoraria</b>	\$ -	\$ 113,603	\$ 500,000	\$ 1,153,500	\$ 1,767,103
Administration	\$ -	\$ 110,000	\$ 210,000	\$ 210,000	\$ 530,000
Planning	\$ -	\$ -	\$ 140,000	\$ 347,500	\$ 487,500
Programming	\$ -	\$ -	\$ 50,000	\$ 75,000	\$ 125,000
Safety/Security	\$ -	\$ -	\$ -	\$ 246,000	\$ 246,000
Contract Labor	\$ -	\$ 3,603	\$ 100,000	\$ 275,000	\$ 378,603
<b>Travel</b>	\$ -	\$ 24,616	\$ 20,000	\$ -	\$ 44,616
Council Meetings in Fiji	\$ -	\$ 14,888	\$ -	\$ -	\$ 14,888
Meals (Council meetings/O'ahu Launch)	\$ -	\$ 9,728	\$ -	\$ -	\$ 9,728
Te Mata Tea (NZ - Commission Approved)	\$ -	\$ -	\$ 20,000	\$ -	\$ 20,000
<b>Contractual Services</b>	\$ -	\$ 13,436	\$ 240,800	\$ 2,633,165	\$ 2,887,401
Accounting/Audit	\$ -	\$ -	\$ 32,000	\$ 40,000	\$ 72,000
Documentation	\$ -	\$ -	\$ 20,000	\$ 100,000	\$ 120,000
Engineering/Construction	\$ -	\$ -	\$ -	\$ 272,900	\$ 272,900
Equipment Rental	\$ -	\$ -	\$ -	\$ 380,500	\$ 380,500
Graphics	\$ -	\$ -	\$ -	\$ 10,000	\$ 10,000
HR/Payroll	\$ -	\$ -	\$ 5,000	\$ 7,500	\$ 12,500
Insurance	\$ -	\$ -	\$ 15,000	\$ 200,000	\$ 215,000
Legal	\$ -	\$ -	\$ 10,000	\$ 50,000	\$ 60,000
Marketing	\$ -	\$ 13,436	\$ 5,000	\$ 20,000	\$ 38,436
Media	\$ -	\$ -	\$ -	\$ 150,000	\$ 150,000
Printing	\$ -	\$ -	\$ 2,000	\$ 55,000	\$ 57,000
Rent	\$ -	\$ -	\$ 53,800	\$ 128,800	\$ 182,600
Royalties	\$ -	\$ -	\$ 40,000	\$ 100,000	\$ 140,000
Telecom	\$ -	\$ -	\$ 3,000	\$ 155,000	\$ 158,000
Training	\$ -	\$ -	\$ 5,000	\$ 5,000	\$ 10,000
Utilities	\$ -	\$ -	\$ -	\$ 370,000	\$ 370,000
Venue Rental	\$ -	\$ -	\$ -	\$ 563,465	\$ 563,465
Website	\$ -	\$ -	\$ 50,000	\$ 25,000	\$ 75,000
<b>Equipment</b>	\$ -	\$ 368	\$ 20,000	\$ 40,000	\$ 60,368
Office Equipment	\$ -	\$ 368	\$ 20,000	\$ 40,000	\$ 60,368
<b>Supplies</b>	\$ -	\$ 283	\$ 72,000	\$ 130,000	\$ 202,283
Supplies	\$ -	\$ 283	\$ 72,000	\$ 130,000	\$ 202,283
<b>Events</b>	\$ -	\$ 3,205	\$ 51,000	\$ 1,850,000	\$ 1,904,205
Bishop	\$ -	\$ -	\$ -	\$ 150,000	\$ 150,000
Contract	\$ -	\$ -	\$ 5,000	\$ 10,000	\$ 15,000
Culinary	\$ -	\$ -	\$ -	\$ 150,000	\$ 150,000
Decorations	\$ -	\$ -	\$ 1,000	\$ 50,000	\$ 51,000
Ecumenical	\$ -	\$ -	\$ -	\$ 150,000	\$ 150,000
Educational	\$ -	\$ -	\$ 5,000	\$ 100,000	\$ 105,000
Fashion	\$ -	\$ -	\$ -	\$ 550,000	\$ 550,000
Film	\$ -	\$ -	\$ -	\$ 10,000	\$ 10,000
Lei Draping	\$ -	\$ -	\$ -	\$ 5,000	\$ 5,000
Parade	\$ -	\$ -	\$ -	\$ 300,000	\$ 300,000
Personnel	\$ -	\$ -	\$ 5,000	\$ 100,000	\$ 105,000
Venue Rental	\$ -	\$ 3,205	\$ 10,000	\$ 50,000	\$ 63,205
VIP Hosting	\$ -	\$ -	\$ 25,000	\$ 75,000	\$ 100,000
Literary	\$ -	\$ -	\$ -	\$ 150,000	\$ 150,000
<b>Services</b>	\$ -	\$ -	\$ 70,000	\$ 5,862,200	\$ 5,932,200
Catering	\$ -	\$ -	\$ -	\$ 1,782,000	\$ 1,782,000
Data Collection	\$ -	\$ -	\$ -	\$ 150,000	\$ 150,000
Housing	\$ -	\$ -	\$ -	\$ 2,268,000	\$ 2,268,000
Medical	\$ -	\$ -	\$ -	\$ 55,000	\$ 55,000
Site-Visit	\$ -	\$ -	\$ 15,000	\$ 50,000	\$ 65,000
Translation	\$ -	\$ -	\$ 50,000	\$ 150,000	\$ 200,000
Transportation	\$ -	\$ -	\$ 5,000	\$ 1,407,200	\$ 1,412,200
<b>Miscellaneous</b>	\$ -	\$ 2,062	\$ 4,500	\$ 12,000	\$ 18,562
Bank Fees	\$ -	\$ 177	\$ 500	\$ 10,000	\$ 10,677
Conference Fees	\$ -	\$ 1,500	\$ 2,000	\$ 2,000	\$ 5,500
Gifts (Fiji Council Members)	\$ -	\$ 385	\$ 2,000	\$ -	\$ 2,385
<b>Contingency</b>	\$ -	\$ -	\$ 75,000	\$ -	\$ 75,000
10% Contingency	\$ -	\$ -	\$ 75,000	\$ -	\$ 75,000
<b>Total Expenses</b>	<b>\$ -</b>	<b>\$ 157,573</b>	<b>\$ 1,053,300</b>	<b>\$ 11,680,865</b>	<b>\$ 12,891,738</b>
<b>Total Income</b>	<b>\$ 10,000</b>	<b>\$ 326,000</b>	<b>\$ 3,195,000</b>	<b>\$ 9,380,000</b>	<b>\$ 12,911,000</b>
<b>Total Expenses</b>	<b>\$ -</b>	<b>\$ 157,573</b>	<b>\$ 1,053,300</b>	<b>\$ 11,680,865</b>	<b>\$ 12,891,738</b>
<b>Net Gain/(Loss)</b>	<b>\$ 10,000</b>	<b>\$ 168,427</b>	<b>\$ 2,141,700</b>	<b>\$ (2,300,865)</b>	<b>\$ 19,262</b>

	Actuals		Proposed Budget		Totals	2017 Budget Draft		
	2017	2018	2019	2020				
<b>Expenses</b>								
Festival Director - Vicky Takamine	In Kind	\$50,000	\$75,000	\$75,000	\$200,000	\$200,000	Salaries/Wages	Administration
Finance Director - Jay Rojas (PA'I Managing Director)	in Kind	\$25,000	\$40,000	\$40,000	\$105,000	\$105,000	Salaries/Wages	Administration
Director of Administration & Development - Michael Pili Pang	in Kind	\$25,000	\$75,000	\$75,000	\$175,000	\$175,000	Salaries/Wages	Administration
Administrative Assistant	in kind	\$10,000	\$20,000	\$20,000	\$50,000	\$50,000	Salaries/Wages	Administration
TOTAL Salaries/Wages (ADMINISTRATION)		\$110,000	\$210,000	\$210,000	\$530,000			
Fundraising & Corporate Sponsorship Coordinator- TBD	in kind		\$50,000	\$100,000	\$150,000	\$80,000	Salaries/Wages	Planning
Government Coordinator- TBD				\$30,000	\$30,000	\$100,000	Salaries/Wages	Planning
Lodging Coordinator- TBD	in kind			\$12,500	\$12,500	\$115,000	Salaries/Wages	Planning
Logistics Coordinator -TBD	in kind			\$25,000	\$25,000	\$125,000	Salaries/Wages	Planning
Special Events Coordinator- TBD	in kind		\$50,000	\$75,000	\$125,000	\$125,000	Salaries/Wages	Planning
VIP Logistics Coordinator-TBD				\$30,000	\$30,000	\$100,000	Salaries/Wages	Planning
Volunteer Coordinator- TBD	in kind		\$40,000	\$75,000	\$115,000	\$115,000	Salaries/Wages	Planning
TOTAL Salaries/Wages (PLANNING)			\$140,000	\$347,500	\$487,500			
Programs Director - TBD	in kind	in kind	\$50,000	\$75,000	\$125,000	\$125,000	Salaries/Wages	Programming
TOTAL Salaries/Wages (PROGRAMMING)			\$50,000	\$75,000	\$125,000			
Contracted security			\$0	\$46,000	\$46,000	\$525,000	Salaries/Wages	Security
Support to Police			\$0	\$200,000	\$200,000	\$200,000	Salaries/Wages	Security
TOTAL Salaries/Wages (SAFETY/SECURITY)			\$0	\$246,000	\$246,000			
Contract Labor (Website Setup/Hosting/Video Documentation)		\$3,603	\$50,000	\$25,000	\$78,603	\$78,603	Salaries/Wages	Contract
Production contractors			\$50,000	\$250,000	\$300,000	\$300,000	Salaries/Wages	Contract
TOTAL Salaries/Wages (CONTRACT)		\$3,603	\$100,000	\$275,000	\$378,603			
<b>TOTAL Salaries/Wages</b>		<b>\$113,603</b>	<b>\$500,000</b>	<b>\$1,153,500</b>	<b>\$1,767,103</b>			
TRAVEL Council Mtgs n Fiji		\$14,888	\$0	\$0	\$14,888	\$14,888	Travel	Fiji
MEALS (2018 Council Fiji & O'ahu Launch Event)		\$9,728	\$0	\$0	\$9,728	\$9,728	Travel	Meals
Te Mata Tea - Commission Approved			\$20,000		\$20,000		Travel	New Zealand
		\$24,617	\$20,000	\$0	\$44,617			
<b>TOTAL TRAVEL</b>		<b>\$24,617</b>	<b>\$20,000</b>	<b>\$0</b>	<b>\$44,617</b>			
Accounting & Audits		\$0	\$32,000	\$40,000	\$72,000	\$72,000	Contractual	Accounting/Audit
Documentation			\$20,000	\$100,000	\$120,000	\$120,000	Contractual	Documentation
Festival Village (Planning/Design & Construction)			\$0	\$272,900	\$272,900	\$2,200,000	Contractual	Engineering/Construction
Tent, Equipment rental - sound, staging, lighting			\$0	\$380,500	\$380,500	\$2,000,000	Contractual	Equipment
Festival program design				\$10,000	\$10,000	\$10,000	Contractual	Graphics
Human Resources/Payroll (contract)	in kind		\$5,000	\$7,500	\$12,500	\$12,500	Contractual	Human Resources
Insurance			\$5,000	\$100,000	\$105,000	\$105,000	Contractual	Insurance
Operational/workplace safety			\$10,000	\$100,000	\$110,000	\$110,000	Contractual	Insurance

	Actuals		Proposed Budget		Totals	2017 Budget Draft		
	2017	2018	2019	2020				
Legal services			\$10,000	\$50,000	\$60,000	\$60,000	Contractual	Legal
Sponsorship			\$5,000	\$20,000	\$25,000	\$25,000	Contractual	Marketing
Promotion & Marketing		\$13,436			\$13,436	\$863,436	Contractual	Marketing
Broadcasting				\$150,000	\$150,000	\$150,000	Contractual	Media
Festival program printing			\$2,000	\$50,000	\$52,000	\$52,000	Contractual	Printing
Ticketing				\$5,000	\$5,000	\$5,000	Contractual	Printing/Fees
Media / Work force offices			\$0	\$50,000	\$50,000	\$50,000	Contractual	Rent
Rent - Office		in kind	\$28,800	\$28,800	\$57,600	\$120,000	Contractual	Rent
Temporary facilities			\$25,000	\$50,000	\$75,000	\$75,000	Contractual	Rent
Licensing royalties			\$40,000	\$100,000	\$140,000	\$140,000	Contractual	Royalties
Event IT and Telecommunications: Infrastructure, Landline, Wireless, Radio Frequency, Public address systems, TV and cable, Internet			\$0	\$150,000	\$150,000	\$50,000	Contractual	Telecom
Office Telephone/Utilities/Cable		in kind	\$3,000	\$5,000	\$8,000	\$10,000	Contractual	Telecom
Artistic Planning meetings			\$5,000	\$5,000	\$10,000	\$10,000	Contractual	Training
Cleaning/waste management			\$0	\$300,000	\$300,000	\$50,000	Contractual	Utilities
Laundry service			\$0	\$20,000	\$20,000	\$20,000	Contractual	Utilities
Utilities			\$0	\$50,000	\$50,000	\$50,000	Contractual	Utilities
Exhibition/Performances Venues - Hawai'i Convention Center			\$0	\$363,465	\$363,465	\$2,050,000	Contractual	Venue
Venue rental			\$0	\$100,000	\$100,000	\$250,000	Contractual	Venue
VIP lounges			\$0	\$100,000	\$100,000	\$100,000	Contractual	Venue
Website development			\$50,000	\$25,000	\$75,000	\$75,000	Contractual	Website
<b>TOTAL CONTRACTUAL</b>		<b>\$13,436</b>	<b>\$240,800</b>	<b>\$2,633,165</b>	<b>\$2,887,401</b>			
Office Furniture, Equipment, Supplies		\$368	\$20,000	\$40,000	\$60,368	\$60,368	Equipment	Equipment
<b>TOTAL EQUIPMENT</b>		<b>\$368</b>	<b>\$20,000</b>	<b>\$40,000</b>	<b>\$60,368</b>			
Merchandise			\$50,000	\$50,000	\$100,000	\$100,000	Supplies	Merchandise
Merchandise			\$20,000	\$80,000	\$100,000	\$100,000	Supplies	Merchandise
Dues & Subscriptions (Software/business applications)		\$283	\$2,000		\$2,283	\$2,283	Supplies	Software
<b>TOTAL SUPPLIES</b>		<b>\$283</b>	<b>\$72,000</b>	<b>\$130,000</b>	<b>\$202,283</b>			
Bishop Museum (Institute for Museum & Library Studies co-sponsored)				\$150,000	\$150,000	\$150,000	Events	Bishop
Artistic contractors			\$5,000	\$10,000	\$15,000	\$15,000	Events	Contract
Culinary Demonstrations - Festival Village				\$150,000	\$150,000	\$150,000	Events	Culinary
Decorating - venues			\$1,000	\$50,000	\$51,000	\$51,000	Events	Decorations
Ecumenical Service - Hawai'i Convention Center				\$150,000	\$150,000	\$150,000	Events	Ecumenical
Education programs			\$5,000	\$100,000	\$105,000	\$105,000	Events	Educational
Queen Pageant - Hawai'i Convention Center				\$150,000	\$150,000	\$150,000	Events	Fashion
Wearable Art Shows - Hawai'i Convention Center				\$400,000	\$400,000	\$400,000	Events	Fashion



	Actuals		Proposed Budget		Totals	2017 Budget Draft		
	2017	2018	2019	2020				
Film Festival- (Pacific Islanders in Communications Sponsored)				\$10,000	\$10,000	\$10,000	Events	Film Festival
Lei Draping Ceremony - King Kamehameha Statue (City & County Sponsored Event)				\$5,000	\$5,000	\$5,000	Events	Lei Draping
Kamehameha Day Parade/Parade of Nations				\$300,000	\$300,000	\$3,000	Events	Parade
Artistic Salaries/Wages			\$5,000	\$100,000	\$105,000	\$105,000	Events	Salaries/Wages
VENUE RENTAL (Council Meetings/Special Events)		\$3,205	\$10,000	\$50,000	\$63,205	\$63,205	Events	Venue Rental
Heads of State Welcome			\$25,000	\$75,000	\$100,000	\$100,000	Events	VIP Hosting
Honolulu Museum of Art - (MapFund co sponsored events)				\$150,000	\$150,000	\$150,000	Events	Literary
<b>TOTAL EVENTS</b>		<b>\$3,205</b>	<b>\$51,000</b>	<b>\$1,850,000</b>	<b>\$1,904,205</b>			
Delegation (2,800 X\$ 34 X 15 days)			\$0	\$1,554,000	\$1,554,000	\$1,890,000	Services	Catering
Hospitality - VIPs, Sponsors, Government			\$0	\$50,000	\$50,000	\$50,000	Services	Catering
Media			\$0	\$15,000	\$15,000	\$15,000	Services	Catering
Staff and volunteers			\$0	\$100,000	\$100,000	\$100,000	Services	Catering
VIP (56 X \$75 X 15 days)			\$0	\$63,000	\$63,000	\$225,000	Services	Catering
Data, Survey & Evaluation		\$0	\$0	\$150,000	\$150,000	\$273,200	Services	Data Collection
Accommodations - delegation (2,800 X \$48 X 15 days)			\$0	\$2,016,000	\$2,016,000	\$2,016,000	Services	Housing
Accommodatons - VIP (56pax X \$300 X 15 days)			\$0	\$252,000	\$252,000	\$900,000	Services	Housing
Hospital facilities			\$0	\$5,000	\$5,000	\$100,000	Services	Medical
Medical transport			\$0	\$50,000	\$50,000	\$50,000	Services	Medical
2019 Heads of State/Council Meeting & Site Visits ) O'ahu			\$15,000	\$50,000	\$65,000	\$65,000	Services	Site-Visit
Language services		in kind	\$50,000	\$150,000	\$200,000	\$200,000	Services	Translation
Corporate/sponsors/donors			\$0	\$5,000	\$5,000	\$5,000	Services	Transportation
Public -Shuttles between venues			\$0	\$75,000	\$75,000	\$75,000	Services	Transportation
VIP travel - rental cars (56pax X \$80 X 15 days)			\$0	\$67,200	\$67,200	\$240,000	Services	Transportation
Delegation travel - buses (56 buses X \$500 X 15 days) * 3 trips/day			\$5,000	\$1,260,000	\$1,265,000	\$1,265,000	Services	Transportation
<b>TOTAL SERVICES</b>		<b>\$0</b>	<b>\$70,000</b>	<b>\$5,862,200</b>	<b>\$5,932,200</b>			
Bank Fees (international Transaction Fees)		\$177	\$500	\$10,000	\$10,677	\$10,677	Misc	Bank Fees
Conferences -HTA Global Summit		\$1,500	\$2,000	\$2,000	\$5,500	\$5,500	Misc	Conference Fees
GIFTS - Fiji Council Members		\$385	\$2,000		\$2,385	\$2,385	Misc	Gifts
<b>TOTAL MISCELLANEOUS</b>		<b>\$2,063</b>	<b>\$4,500</b>	<b>\$12,000</b>	<b>\$18,563</b>			
<b>TOTAL EXPENSES</b>		<b>\$157,573</b>	<b>\$978,300</b>	<b>\$11,680,865</b>	<b>\$12,816,738</b>			