

## **ATTACHMENT C**

**Signature Event Applications for Additional Consideration by the  
Finance Committee**

# **SIGNATURE EVENT APPLICATION**

Newport Beach Film Festival

## Special Event Support Application - Signature Events

Reference #	17950557
Status	Complete
Login Username	Travis.Garcia@newportbeachfilmfest.com
Login Email	Travis.Garcia@newportbeachfilmfest.com
Name of Applicant Organization:	Newport Beach Film Festival
First Name	Travis
Last Name	Garcia
Title / Affiliation:	Co-Director of Feature Film Programming
Full Mailing Address of Organization:	477 Old Newport Road Newport Beach, CA 92663
Phone Number	(949)343-9113
Email Address	<a href="mailto:Travis.Garcia@newportbeachfilmfest.com">Travis.Garcia@newportbeachfilmfest.com</a>
Type of Nonprofit Entity:	501(c) 3 Corporation
Signatory 1 - Name	Gregg Schwenk
Signatory 1 - Title	Chair of the Board
Signatory 2 - Name	John Link
Signatory 2 - Title	Chief Financial Officer
Entity Address (if different from mailing address):	3 Park Plaza #1700, Irvine, CA 92614
Name of Event:	Newport Beach Film Festival
Event Date(s):	10/15/26-10/22/26
Is this an annual event?	yes
Event location(s)/venue(s) in Newport Beach:	Regal Edwards Big Newport, The Lot @ Fashion Island, The Lido Theater, Witte Hall, Fashion Island, Sherman Library & Gardens, Lido Marina Village, Balboa Bay Resort, Resort at Pelican Hill, The VEA Newport Beach Resort, The

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<b>Is at least 51 percent of this event - in its entirety - within Newport Beach?</b>	Yes
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<b>Type of event (Check one):</b>	Art/Culture
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<b>Total Attendees (Spectators + Participants)</b>	58000
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<b>Have you held this event before?</b>	Yes
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<b>If yes, what years?</b>	Every year since 1999.
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<b>Have you previously received City support for this or any other event sponsored by your organization?</b>	Yes
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<b>If yes, please list the event(s) and year(s):</b>	From 2000 to 2025, the Newport Beach Film Festival has received amounts from \$10,000 to \$150,000.
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<b>Approximate impact on Newport Beach businesses:</b>	<p>Studies done by Visit Newport Beach and UCI have demonstrated that in the past the festival generates an estimated impact in the millions. The Festival spends in excess of \$750,000 to produce events throughout the City of Newport Beach during this eight-day event.</p> <p>Customer spending by Festival attendees in tourism related business in Newport Beach including restaurants, lodging, retail, transportation, as well as spending on other local services, contributes to the economic vitality of the City of Newport Beach.</p>
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<b>Media Impressions:</b>	<p>The Newport Beach Film Festival receives more than 1 billion media impressions including the LA Times, Associated Press, People Magazine, Rolling Stone, Harper's Bazaar, Variety, Hollywood Reporter, Daily Mail, OC Register, MovieMaker Magazine, USA Today, PBS SoCal, Entertainment Tonight, as well as on social media: Facebook, Instagram, X, and Tik Tok.</p>
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<p>Please list any fees charged to the public entering the event as a participant or as a spectator.</p>	<p>While some events are free to the public, the average ticket cost to a screening is \$20. Our All Access Pass costs \$750.</p>
<p>Portion of money raised or made donated:</p>	<p>As a 501 (c) 3 corporation, all funds are used to produce the eight-day festival.</p>
<p>Describe what, if any, portion of the event is FREE to the public.</p>	<p>Guests had the opportunity to engage with an hour long discussion with our panelists through the NBFF's Free at theFest. Including Author Talk with Penn Badgley Sophie Ansari, and Nava Kavelin, as well as a Spotlight on Acting with Noah Schnapp. There are also some special screenings that are free to the public.</p>
<p>What is the total expenditure budget specifically for this event?</p>	<p>\$1,271,500</p>
<p>What is the total anticipated gross revenue specifically from this event?</p>	<p>\$1,390,000</p>
<p>To be eligible to receive City support, the applicant must demonstrate that the event is not financially dependent on receiving City grant funds. How will receiving a grant from the City of Newport Beach help to elevate the overall event?</p>	<p>Thanks to the steadfast support of the city of the Newport Beach, The NBFF has become one of the tru signature events in our community. The festival through the support of individual donors, corporate sponsors, grants, film submissions, and ticket sales has sought to amplify the city's investment. The City Council's support will ensure the festival continues on this positive growth trajectory.</p>
<p>Brief Description of Event (150-word maximum):</p>	<p>Celebrated as the largest international cinema event in coastal Southern California, the 25th Annual Newport Beach Film Festival will present an adventurous program of films and cultural events throughout the City of Newport Beach. During its eight-day run, the Festival will host red carpet premieres, international spotlight screenings, educational film programs, interactive conversations with filmmakers, talent and musical performances. The Festival brings</p>

filmmakers, artists, celebrities, enthusiastic audiences of all ages, film industry, business professionals and international dignitaries to Newport Beach to enjoy the ultimate Festival experience. In 2025, the Festival will host an Opening Night Gala featuring live entertainment and culinary tastings from Newport Beach restaurants. Each year the Festival partners with a number of Newport Beach based non-profit organizations: the Environmental Nature Center, Newport Bay Conservancy, Newport Beach Public Library Foundation, Ben Carlson Memorial & Scholarship Foundation, the Friends of Newport Beach Animal Shelter with opportunities to co-present screenings.

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**Indicate any anticipated impacts the event will have:**

- Road closures
- Traffic control
- Amplified sound
- Parking

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**In 250 words or less, explain how your event will meet or exceed any or all of the Signature Event Evaluation Criteria (see Special Event Support Program Overview):**

The Newport Beach Film Festival provides economic and marketing benefits, as well as cultural enrichment to our community. Over 30% of the 55,000 attendees come from outside the local market to enjoy Newport Beach's hospitality, shopping, culinary, and recreational offerings. The Festival provides an "off season" boost to the local economy by attracting guests who utilize our City's hotels, restaurants and retail establishments. The Festival works directly with Visit Newport Beach to place our domestic and international filmmakers and guests at hotels and resorts in Newport Beach. A sampling of participating Newport Beach restaurants include Muldoon's Irish Pub, Fleming's Prime Steakhouse, Great Maple, Cucina Enoteca, Sugar & Spice, Red O, Hopdoddy, and Bear

Flag. The Festival's events spotlight distinct Newport Beach locations including Fashion Island, Sherman Library & Gardens, The Resort at Pelican Hill, Lido Marina Village, the Balboa Bay Resort, VEA Newport Beach, Marriott, Regal Big Newport, The New Port Theater, THE LOT, and The Lido Theater. The Festival utilizes best practices in the planning for marketing and overall event logistics. This coordination amplifies the brand equity of Newport Beach as a key destination for both the regional drive market and the International luxury travel market. The Festival has partnered with Visit Newport Beach and Variety to present high visibility entertainment events both locally and internationally, including 10 Actors to Watch, 10 Brits to Watch, and UK Honors in London. The NBFF shines a spotlight on our city as a unique place to live, work and enjoy life.

The request for City support must include a list of other City entities or groups (e.g., City Arts Commission, a Business Improvement District, Library support group, etc.) from which the applicant is seeking financial support. Are you seeking financial support from other City entities?

No

Attach Statement of Information:

[B2446-0913.pdf \(124 KB\)](#)

Please attach a copy of the complete event budget showing this years projected revenues and expenditures.

[2026\\_Newport\\_Beach\\_Film\\_Festival\\_Financials\\_-\\_Sheet1.pdf \(55 KB\)](#)

For recurring events, please attach a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses.

[2025\\_Newport\\_Beach\\_Film\\_Festival\\_Financials\\_-\\_Sheet1.pdf \(55 KB\)](#)

Item #116

[Budget\\_2024\\_Film\\_Festival\\_Budget.pdf \(130 KB\)](#)

Attach the proposed measurable objectives and performance measures for the event.

[2026\\_Performance\\_Measures.docx \(14 KB\)](#)

If requesting aggregate grant funding in excess of \$15,000, please attach financial statements for the two (2) most recently completed fiscal years.

[NBFF\\_-\\_Financial\\_Statements\\_6-30-24.pdf \(403 KB\)](#)

Financial statements must be complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

Item #117

[NBFF\\_-\\_Financial\\_Statements\\_6-30-25.pdf \(400 KB\)](#)

As your organization's representative, please verify the below by checking the corresponding boxes and then type your name in the field below.

- I acknowledge that submission of this application does not guarantee the event will receive City support.
- I have read the updated City of Newport Beach Special Event Support Program Overview, including the eligibility, qualification and evaluation criteria.
- I have attached a complete event budget showing anticipated revenue and expenses. Note: Your application will be deemed incomplete if a budget is not included with your application.
- I acknowledge that, if awarded funding, my organization will have to enter into a grant agreement with the City.
- I acknowledge that the City reserves the right to audit Grantee's accounting procedures and internal controls of Grantee's financial systems, and to examine any cost, revenue, payment, claim, other records or supporting documentation resulting from any items set forth in this Agreement. This audit right expressly extends to all financial records of the Grantee, whether or not they relate solely to the Grant Proposal or Grant Funds. Any such audit(s) shall be undertaken by City or its

representative(s) at mutually agreed upon reasonable times and in conformance with generally accepted auditing standards. Grantee agrees to fully cooperate with any such audit(s).

- I acknowledge the City will not provide financial support to events that serve a political purpose or are sponsored by political organizations. The City has sole discretion to determine whether an event is political in nature.
- Grantee shall conduct background checks for all of its volunteers and employees who work with minor children in relation to any project described in Grantee's Grant Proposal. To the extent applicable and if requested, Grantee shall provide the City certification that it has complied with this requirement prior to the receipt of Grant Funds.
- As a...
- ... condition of eligibility, I shall provide all required financial documentation at the time of application submission. Applications lacking required documentation shall be deemed incomplete and may not be considered for funding.
- I acknowledge I have submitted financial statements for the two (2) most recently completed fiscal years that are complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

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<b>Name:</b>	Travis Garcia
<b>Last Update</b>	2026-04-17 17:20:50
<b>Start Time</b>	2026-04-16 15:09:14
<b>Finish Time</b>	2026-04-17 17:20:50
<b>IP</b>	76.175.128.188

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<b>Browser</b>	Safari
<b>Device</b>	Desktop
<b>Referrer</b>	<a href="https://fs23.formsite.com/res/formLoginReturn">https://fs23.formsite.com/res/formLoginReturn</a>

**2026 Newport Beach Film Festival Financials**

	Expenses				Revenue		
	2025 Budget	2025 Actual	2026 Budget		2025 Budget	2025 Actual	2026 Budget
Sponsorship Dev	\$60,000.00	\$61,500.00	\$62,000.00	Sponsorship	\$480,000.00	\$480,000.00	\$495,000.00
Equipment	\$18,000.00	\$19,200.00	\$20,000.00	Grants/Donations	\$400,000.00	\$400,000.00	\$485,000.00
Event Production	\$240,000.00	\$243,000.00	\$250,000.00	Submissions	\$110,000.00	\$110,000.00	\$140,000.00
Hotel	\$70,000.00	\$72,000.00	\$75,000.00	Ticket Sales	\$200,000.00	\$215,900.00	\$240,000.00
Screening Fees	\$12,000.00	\$13,000.00	\$15,000.00	OCFS Membership	\$30,000.00	\$30,000.00	\$30,000.00
Software Fees	\$25,000.00	\$25,000.00	\$25,000.00		\$1,220,000.00	\$1,235,900.00	\$1,390,000.00
Theaters/Venues	\$95,000.00	\$93,000.00	\$105,000.00				
Insurance	\$18,000.00	\$19,000.00	\$20,000.00				
Travel and Lodging	\$10,000.00	\$13,000.00	\$15,000.00				
Office Expense	\$10,000.00	\$10,000.00	\$10,000.00				
Rent	\$90,000.00	\$90,000.00	\$90,000.00				
Office Supplies	\$5,000.00	\$5,000.00	\$5,000.00				
Printing	\$5,000.00	\$5,000.00	\$5,000.00				
Print Shipping	\$300.00	\$550.00	\$1,000.00				
Tax & Permits	\$7,500.00	\$7,500.00	\$7,500.00				
Security	\$15,000.00	\$15,000.00	\$15,000.00				
Utilities	\$14,000.00	\$14,000.00	\$14,000.00				
Staff/Consulting	\$380,000.00	\$380,000.00	\$380,000.00				
Advertising	\$120,000.00	\$120,000.00	\$120,000.00				
Signage	\$1,000.00	\$3,000.00	\$10,000.00				
Ticket Sales Fee	\$19,000.00	\$21,400.00	\$27,000.00				
	\$1,214,800.00	\$1,230,150.00	\$1,271,500				
4/16/2026							

2025 Newport Beach Film Festival Financials							
	Expenses				Revenue		
	2024 Budgeted	2024 Actual	2025 Budget		2024 Budgeted	2024 Actual	2025 Budget
Sponsorship Dev	\$57,000.00	\$62,950.00	\$60,000.00	Sponsorship	\$450,000.00	\$470,000.00	\$480,000.00
Equipment	\$16,000.00	\$18,500.00	\$18,000.00	Grants/Donations	\$400,000.00	\$385,000.00	\$400,000.00
Event Production	\$235,000.00	\$245,000.00	\$240,000.00	Submissions	\$105,000.00	\$115,500.00	\$110,000.00
Hotel	\$65,000.00	\$76,000.00	\$70,000.00	Ticket Sales	\$200,000.00	\$225,000.00	\$200,000.00
Screening Fees	\$12,000.00	\$10,000.00	\$12,000.00	OCFS Membership		\$30,000.00	\$30,000.00
Software Fees	\$27,000.00	\$25,672.00	\$25,000.00		\$1,155,000.00	\$1,225,500.00	\$1,220,000.00
Theaters/Venues	\$88,000.00	\$92,875.00	\$95,000.00				
Insurance	\$11,400.00	\$15,000.00	\$18,000.00				
Travel and Lodging	\$13,000.00	\$12,700.00	\$10,000.00				
Office Expense	\$6,000.00	\$7,800.00	\$10,000.00				
Rent	\$94,272.00	\$85,500.00	\$90,000.00				
Office Supplies	\$6,000.00	\$9,600.00	\$5,000.00				
Printing	\$4,000.00	\$5,000.00	\$5,000.00				
Print Shipping	\$300.00	\$246.00	\$300.00				
Tax & Permits	\$5,000.00	\$7,300.00	\$7,500.00				
Security	\$12,700.00	\$14,500.00	\$15,000.00				
Utilities	\$12,200.00	\$13,000.00	\$14,000.00				
Staff/Consulting	\$300,000.00	\$375,000.00	\$380,000.00				
Advertising	\$150,000.00	\$124,640.00	\$120,000.00				
Signage	\$1,000.00	\$2,700.00	\$1,000.00				
Ticket Sales Fee	\$19,000.00	\$19,700.00	\$19,000.00				
	\$1,134,872.00	\$1,223,683.00	\$1,214,800.00				
4/16/2025							

	A	B	C	D	E	F	G	H
1	<b>2024 Newport Beach Film Festival Financials</b>							
2		<b>Expenses</b>				<b>Revenue</b>		
3		<b>2023 Budgeted</b>	<b>2023 Actual</b>	<b>2024 budget</b>		<b>2023 Budgeted</b>	<b>2023 Actual</b>	<b>2024 budget</b>
4	Sponsorship Dev	\$ 38,000.00	\$ 40,750.00	\$ 57,000.00	Sponsorship	\$ 425,000.00	\$ 376,000.00	\$ 450,000.00
5	Equipment	\$ 15,000.00	\$ 14,500.00	\$ 16,000.00	Grants/Donations	\$ 300,000.00	\$ 397,000.00	\$ 400,000.00
6	Event Production	\$ 220,000.00	\$ 234,000.00	\$ 235,000.00	Submissions	\$ 105,000.00	\$ 109,000.00	\$ 105,000.00
7	Hotel	\$ 50,000.00	\$ 59,635.00	\$ 65,000.00	Ticket Sales	\$ 237,000.00	\$ 195,000.00	\$ 200,000.00
8	Screening Fees	\$ 15,000.00	\$ 9,825.00	\$ 12,000.00	OCFS Membership		\$ 30,000.00	
9	Software Fees	\$ 23,000.00	\$ 25,320.00	\$ 27,000.00		\$ 1,067,000.00	\$ 1,107,000.00	\$ 1,155,000.00
10	Theaters/Venues	\$ 90,000.00	\$ 87,850.00	\$ 88,000.00				
11	Insurance	\$ 12,000.00	\$ 11,304.00	\$ 11,400.00				
12	Travel and Lodging	\$ 20,000.00	\$ 11,200.00	\$ 13,000.00				
13	Office Expense	\$ 10,000.00	\$ 7,800.00	\$ 6,000.00				
14	Rent	\$ 79,200.00	\$ 79,200.00	\$ 94,272.00				
15	Office Supplies	\$ 10,000.00	\$ 9,600.00	\$ 6,000.00				
16	Printing	\$ 5,000.00	\$ 5,000.00	\$ 4,000.00				
17	Print Shipping	\$ 250.00	\$ 246.00	\$ 300.00				
18	Tax & Permits	\$ 7,000.00	\$ 7,300.00	\$ 5,000.00				
19	Security	\$ 6,500.00	\$ 12,661.00	\$ 12,700.00				
20	Utilities	\$ 14,000.00	\$ 12,263.00	\$ 12,200.00				
21	Staff/Consulting	\$ 275,000.00	\$ 311,760.00	\$ 300,000.00				
22	Advertising	\$ 150,000.00	\$ 124,640.00	\$ 150,000.00				
23	Signage	\$ 3,000.00	\$ 547.00	\$ 1,000.00				
24	Ticket Sales Fee	\$ 20,000.00	\$ 18,500.00	\$ 19,000.00				
25		\$ 1,062,950.00	\$ 1,083,901.00	\$ 1,134,872.00		\$ 1,067,000.00	\$ 1,107,000.00	
26								
27	4/18/24							

## Newport Beach Film Festival

### 2026 Performance Measures

#### General

**Attendance/Participation** 58,000 guests attend the Newport Beach Film Festival each year.

**Tickets/Pass Sales:** Our ticket sales were in excess of \$250,000.

**Sponsorships:** Current sponsors returned with increased contributions and a group of new sponsors have come on board. Some current and new sponsors include Cadillac, UCI Health, Citizen's Bank, Tito's Handmade Vodka, among others.

**Media & Advertising reach:** The Newport Beach Film Festival receives a billion media impressions as a result of working with the LA Times, Associated Press, Variety, The Hollywood Reporter, Deadline, Indiewire, Gold Derby, Daily Mail, OC Register, USA Today. MovieMaker Magazine has named the Newport Beach Film Festival as one of the top 50 festivals to submit your film to. For the last several years, the NBFF is the only television show broadcast on public television in partnership with PBS SoCal.

**Volunteers:** The Newport Beach Film Festival is proud to engage with a wide network of volunteers throughout community. In 2025, NBFF welcomed over 650 volunteers across the eight days with over 45% coming from Newport Beach.

**Interns:** The Festival coordinates nearly 100 interns from our regional universities.

#### Measuring Economic Impact

Local restaurants and venue locations are the sites for both PRE and POST screening events. Venues include Sherman Library and Gardens, Balboa Bay Resort, Muldoon's Irish pub, Fashion Island, The Resort at Pelican Hill, The VEA Newport Beach Resort, Lido Marina Village, and The Pendry Newport Beach.

The Festival booked over 450 hotel nights for our guests, with festival attendees and guests booking a greater number on their own through our Newport Beach hotels and short term rentals.

The festival spends in excess of \$750,000 setting up numerous screenings and events throughout Newport Beach.

**Statement of Financial Position**  
**Newport Beach Film Festival**  
**June 30, 2024**

Assets

Current Assets

Bank Accounts

1010 Wells Fargo Checking - 8628	\$	22,291.45
1030 Petty Cash		506.54

<b>Total for Bank Accounts</b>		<b>22,797.99</b>
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Accounts Receivable

2000 Accounts Receivable		5,000.00
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<b>Total for Accounts Receivable</b>		<b>5,000.00</b>
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<b>Total for Current Assets</b>		<b>27,797.99</b>
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Fixed Assets

2050 Property & Equipment

2060 Computer Equipment		27,918.07
2070 Furniture & Fixtures		21,029.00
2071 Machinery & Equipment		3,553.00

<b>Total for 2050 Property &amp; Equipment</b>		<b>52,500.07</b>
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2080 Less Accumalated Depreciation		(52,500.00)
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<b>Total for Fixed Assets</b>		<b>0.07</b>
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Other Assets

2090 Security Deposit		500.00
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<b>Total for Other Assets</b>		<b>500.00</b>
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<b>Total for Assets</b>		<b>28,298.06</b>
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**Statement of Financial Position**  
**Newport Beach Film Festival**  
**June 30, 2024**

Liabilities and Net Assets

Liabilities

Current Liabilities

Credit Cards

3010 Wells Fargo - 3116 50,575.14

3025 Wells Fargo - 8025 20,163.87

**Total for Credit Cards** 70,739.01

Other Current Liabilities

3040 Loan From Related Party 287,226.84

3050 Trustee Loan Payable 65,000.00

**Total for 3040 Loan From Related Party** 352,226.84

3065 SBA Economic Disaster Loan 137,200.00

3070 Payroll Liabilities

Garnishment (91.30)

**Total for 3070 Payroll Liabilities** (91.30)

**Total for Other Current Liabilities** 489,335.54

**Total for Current Liabilities** 560,074.55

**Total for Liabilities** 560,074.55

Net Assets

Net Assets Without Donor Restrictions (531,890.18)

Change In Net Assets 113.69

**Total Net Assets** (531,776.49)

**Total for Liabilities and Net Assets** \$ 28,298.06

This financial statement has not been subjected to an audit or review or compilation engagement and no assurance is provided.

**Statement of Activity**  
**Newport Beach Film Festival**  
**For The Year Ended June 30, 2024**

Income		
5030 Donation	\$	686,015.49
5040 Film Submission Fees		121,255.07
5050 Government Grants		18,713.58
5110 Membership Dues		100.00
5170 Merchandise Sales		179.51
5250 Sponsorship		435,420.55
5260 Ticket Sales		237,641.07
<b>Total for Income</b>		<b>1,499,325.27</b>
<b>Gross Profit</b>		<b>1,499,325.27</b>
Expenses		
6010 Advertising Expenses		47,826.14
6020 Auto Expense		
6030 Event Transportation		2,895.80
6040 Staff Fuel & Travel		596.48
<b>Total for 6020 Auto Expense</b>		<b>3,492.28</b>
6060 Bank Service Charges		3,264.13
6070 Fees		620.00
6080 Merchant Fees		841.55
<b>Total for 6060 Bank Service Charges</b>		<b>4,725.68</b>
6100 Computer Supplies		715.00
6120 Dues & Subscriptions		5,983.13
6130 Equipment Rental		8,363.50
6150 Event Expense & Supplies		469,802.91
6152 Event Utilities		2,852.44
6160 Film Fees		2,487.60
6180 Food & Beverage		124.19
6200 Insurance		12,107.40
6205 In-Kind Expense		4,992.00
6210 Interest Expense		
6220 Finance Charges		7,151.48
<b>Total for 6210 Interest Expense</b>		<b>7,151.48</b>

**Statement of Activity**  
**Newport Beach Film Festival**  
**For The Year Ended June 30, 2024**

6230 Licenses & Permits	20.00
6240 Meals and Entertainment	1,569.68
6260 Meals	15,249.35
<b>Total for 6240 Meals and Entertainment</b>	<b>16,819.03</b>
6265 Marketing & Promotion	28,843.50
6280 Media Purchases	
6300 Newspaper	10,000.00
<b>Total for 6280 Media Purchases</b>	<b>10,000.00</b>
6350 Medical Expenses	21.89
6370 Merchandise	2,680.00
6380 Clothing	3,887.10
<b>Total for 6370 Merchandise</b>	<b>6,567.10</b>
6410 Office Expense	9,667.27
6420 Office Supplies	5,963.37
6430 Payroll Expenses	
Clearing	138.00
HR Fees	17,194.32
Salary Employees	288,487.50
Taxes	23,540.72
<b>Total for 6430 Payroll Expenses</b>	<b>329,360.54</b>
6440 Postage and Delivery	1,205.74
6490 Production Services	90,493.13
6500 Professional Fees	
6520 Computer/Web Consult	23,455.12
6530 Consulting	20,500.00
6560 Stipends	28,218.00
<b>Total for 6500 Professional Fees</b>	<b>72,173.12</b>
6570 Rent	88,032.84
6580 Repairs	95.00
6600 Office	450.00
<b>Total for 6580 Repairs</b>	<b>545.00</b>
6630 Shipping	52.73
6635 Software Dues & Expenses	31,261.89
6680 Sponsorship Commission	165,750.00
6740 Taxes & License	200.00
6750 Telephone	3,001.37
6760 Internet	11,281.63
6780 Mobile	453.55
<b>Total for 6750 Telephone</b>	<b>14,736.55</b>

**Statement of Activity**  
**Newport Beach Film Festival**  
**For The Year Ended June 30, 2024**

6800 Tickets/Admissions	2,575.35
6810 Travel & Lodging	3,084.63
6811 Event	3,207.31
6812 Staff	106.84
<b>Total for 6810 Travel &amp; Lodging</b>	<b>6,398.78</b>
6820 Venue Rental	47,900.00
<b>Total for Expenses</b>	<b>1,499,211.58</b>
<b>Change In Net Assets</b>	<b>\$ 113.69</b>

This financial statement has not been subjected to an audit or review or compilation engagement and no assurance is pr

**Statement of Financial Position**  
**Newport Beach Film Festival**  
**June 30, 2025**

Assets

Current Assets

Bank Accounts

1010 Wells Fargo Checking - 8628	\$	8,197.93
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1030 Petty Cash		506.54
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<b>Total for Bank Accounts</b>		<b>8,704.47</b>
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Accounts Receivable

2000 Accounts Receivable		5,000.00
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<b>Total for Accounts Receivable</b>		<b>5,000.00</b>
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<b>Total for Current Assets</b>		<b>13,704.47</b>
---------------------------------	--	------------------

Fixed Assets

2050 Property & Equipment

2060 Computer Equipment		27,918.07
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2070 Furniture & Fixtures		21,029.00
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2071 Machinery & Equipment		3,553.00
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<b>Total for 2050 Property &amp; Equipment</b>		<b>52,500.07</b>
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2080 Less Accumalated Depreciation		(52,500.00)
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<b>Total for Fixed Assets</b>		<b>0.07</b>
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Other Assets

2090 Security Deposit		500.00
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<b>Total for Other Assets</b>		<b>500.00</b>
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<b>Total for Assets</b>		<b>14,204.54</b>
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**Statement of Financial Position**  
**Newport Beach Film Festival**  
**June 30, 2025**

Assets

Liabilities and Net Assets

Liabilities

Current Liabilities

Credit Cards

3010 Wells Fargo - 3116	50,462.02
3025 Wells Fargo - 8025	6,975.82
3026 Wells Fargo - 9382	(2,200.00)

<b>Total for Credit Cards</b>		<b>55,237.84</b>
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Other Current Liabilities

3040 Loan From Related Party	582,208.38
3050 Trustee Loan Payable	65,000.00

<b>Total for 3040 Loan From Related Party</b>		<b>647,208.38</b>
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3065 SBA Economic Disaster Loan	137,200.00
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3070 Payroll Liabilities

401K	200.00
Garnishment	3,238.96

<b>Total for 3070 Payroll Liabilities</b>		<b>3,438.96</b>
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<b>Total for Other Current Liabilities</b>		<b>787,847.34</b>
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<b>Total for Current Liabilities</b>		<b>843,085.18</b>
--------------------------------------	--	-------------------

<b>Total for Liabilities</b>		<b>843,085.18</b>
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Net Assets

Net Assets Without Donor Restrictions	(531,776.49)
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Change In Net Assets	(297,104.15)
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<b>Total for Equity</b>		<b>(828,880.64)</b>
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<b>Total for Liabilities and Net Assets</b>		<b>\$ 14,204.54</b>
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This financial statement has not been subjected to an audit or review or compilation engagement and no assurance is provide

**Statement of Activity**  
**Newport Beach Film Festival**  
**For The Year Ended June 30, 2025**

Income		
5030 Donation	\$	316,499.00
5040 Film Submission Fees		128,937.19
5050 Government Grants		75,442.04
5110 Membership Dues		103,783.39
5170 Merchandise Sales		
5180 Merchandise		
5190 Clothing		2,117.82
<b>Total for 5180 Merchandise</b>		<b>2,117.82</b>
<b>Total for 5170 Merchandise Sales</b>		<b>2,117.82</b>
5250 Sponsorship		599,950.00
5260 Ticket Sales		336,639.08
<b>Total for Income</b>		<b>1,563,368.52</b>
<b>Gross Profit</b>		<b>1,563,368.52</b>
Expenses		
6010 Advertising Expenses		99.00
6020 Auto Expense		
6030 Event Transportation		96.00
<b>Total for 6020 Auto Expense</b>		<b>96.00</b>
6060 Bank Service Charges		
6070 Fees		1,070.03
6080 Merchant Fees		4,035.59
<b>Total for 6060 Bank Service Charges</b>		<b>5,105.62</b>
6100 Computer Supplies		775.00
6120 Dues & Subscriptions		5,482.55
6150 Event Expense & Supplies		952,481.87
6152 Event Utilities		4,747.48
6160 Film Fees		34,590.85
6200 Insurance		572.40
6210 Interest Expense		
6220 Finance Charges		10,261.18
<b>Total for 6210 Interest Expense</b>		<b>10,261.18</b>
6230 Licenses & Permits		805.20
6240 Meals and Entertainment		
6260 Meals		1,136.85
<b>Total for 6240 Meals and Entertainment</b>		<b>1,136.85</b>

**Statement of Activity**  
**Newport Beach Film Festival**  
**For The Year Ended June 30, 2025**

6265 Marketing & Promotion	25,335.00
6420 Office Supplies	37,224.09
6430 Payroll Expenses	
HR Fees	21,001.32
Salary Employees	465,232.50
Taxes	38,654.59
<b>Total for 6430 Payroll Expenses</b>	<b>524,888.41</b>
6440 Postage and Delivery	824.94
6490 Production Services	134.99
6500 Professional Fees	
6520 Computer/Web Consult	25,912.16
6530 Counseling	55,299.00
6560 Stipends	22,175.99
<b>Total for 6500 Professional Fees</b>	<b>103,387.15</b>
6570 Rent	104,311.34
6580 Repairs	
6600 Office	1,600.00
<b>Total for 6580 Repairs</b>	<b>1,600.00</b>
6610 Security	2,306.00
6635 Software Dues & Expenses	5,344.35
6680 Sponsorship Commission	24,050.00
6740 Taxes & License	-
6750 Telephone	
6760 Internet	4,844.28
6780 Mobile	3,428.81
<b>Total for 6750 Telephone</b>	<b>8,273.09</b>
6810 Travel & Lodging	190.32
6812 Staff	3,072.72
<b>Total for 6810 Travel &amp; Lodging</b>	<b>3,263.04</b>
Screening Fee Exp	3,376.27
<b>Total for Expenses</b>	<b>1,860,472.67</b>
<b>Change In Net Assets</b>	<b>\$ (297,104.15)</b>

This financial statement has not been subjected to an audit or review or compilation engagement and no assurance is provided.

**Statement of Financial Position**  
**Newport Beach Film Festival**  
**June 30, 2024**

Assets

Current Assets

Bank Accounts

1010 Wells Fargo Checking - 8628	\$	22,291.45
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1030 Petty Cash		506.54
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Total for Bank Accounts		22,797.99
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Total for Current Assets		22,797.99
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Fixed Assets

2050 Property & Equipment

2060 Computer Equipment		27,918.07
-------------------------	--	-----------

2070 Furniture & Fixtures		21,029.00
---------------------------	--	-----------

2071 Machinery & Equipment		3,553.00
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Total for 2050 Property & Equipment		52,500.07
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2080 Less Accumalated Depreciation		(52,500.00)
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Total for Fixed Assets		0.07
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Other Assets

1850 Other Asset		91.30
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2090 Security Deposit		500.00
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Total for Other Assets		591.30
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Total for Assets		23,389.36
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**Statement of Financial Position**  
**Newport Beach Film Festival**  
**June 30, 2024**

Liabilities and Net Assets

Liabilities

Current Liabilities

Credit Cards

3010 Wells Fargo - 3116 50,575.14

3025 Wells Fargo - 8025 20,163.87

Total for Credit Cards 70,739.01

Other Current Liabilities

3040 Loan From Related Party 287,226.84

3050 Trustee Loan Payable 65,000.00

Total for 3040 Loan From Related Party 352,226.84

3065 SBA Economic Disaster Loan 137,200.00

Total for Other Current Liabilities 489,426.84

Total for Current Liabilities 560,165.85

Total for Liabilities 560,165.85

Net Assets

4010 Fund Balance (536,392.00)

Change In Net Assets (384.49)

Total for Net Assets (536,776.49)

Total for Liabilities and Net Assets \$ 23,389.36

This financial statement has not been subjected to an audit or review or compilation engagement and no assurance is provided.

**Statement of Activity**  
**Newport Beach Film Festival**  
**For The Year Ended June 30, 2024**

Revenue		
5030 Donation	\$	686,015.49
5040 Film Submission Fees		121,255.07
5050 Government Grants		18,713.58
5110 Membership Dues		100.00
5170 Merchandise Sales		179.51
5250 Sponsorship		435,420.55
5260 Ticket Sales		237,641.07
Total for Revenue		<u>1,499,325.27</u>
Gross Profit		<u>1,499,325.27</u>
Expenditures		
6010 Advertising Expenses		47,826.14
6020 Auto Expense		
6030 Event Transportation		2,895.80
6040 Staff Fuel & Travel		596.48
Total for 6020 Auto Expense		<u>3,492.28</u>
6060 Bank Service Charges		3,264.13
6070 Fees		620.00
6080 Merchant Fees		841.55
Total for 6060 Bank Service Charges		<u>4,725.68</u>
6100 Computer Supplies		715.00
6120 Dues & Subscriptions		5,983.13
6130 Equipment Rental		8,363.50
6150 Event Expense & Supplies		469,802.91
6152 Event Utilities		2,852.44
6160 Film Fees		2,487.60
6180 Food & Beverage		124.19
6200 Insurance		12,107.40
6205 In-Kind Expense		4,992.00
6210 Interest Expense		
6220 Finance Charges		7,151.48
Total for 6210 Interest Expense		<u>7,151.48</u>
6230 Licenses & Permits		20.00
6240 Meals and Entertainment		1,569.68
6260 Meals		15,249.35
Total for 6240 Meals and Entertainment		<u>16,819.03</u>
6265 Marketing & Promotion		28,843.50

**Statement of Activity**  
**Newport Beach Film Festival**  
**For The Year Ended June 30, 2024**

6280 Media Purchases	
6300 Newspaper	10,000.00
Total for 6280 Media Purchases	10,000.00
6350 Medical Expenses	21.89
6370 Merchandise	2,680.00
6380 Clothing	3,887.10
Total for 6370 Merchandise	6,567.10
6410 Office Expense	9,667.27
6420 Office Supplies	5,963.37
6430 Payroll Expenses	
Clearing	138.00
HR Fees	17,194.32
Salary Employees	288,487.50
Taxes	23,540.72
Total for 6430 Payroll Expenses	329,360.54
6440 Postage and Delivery	1,205.74
6490 Production Services	90,493.13
6500 Professional Fees	
6520 Computer/Web Consult	23,455.12
6530 Consulting	20,500.00
6560 Stipends	28,218.00
Total for 6500 Professional Fees	72,173.12
6570 Rent	88,032.84
6580 Repairs	95.00
6600 Office	450.00
Total for 6580 Repairs	545.00
6630 Shipping	52.73
6635 Software Dues & Expenses	31,261.89
6680 Sponsorship Commission	165,750.00
6740 Taxes & License	200.00
6750 Telephone	3,001.37
6760 Internet	11,281.63
6780 Mobile	453.55
Total for 6750 Telephone	14,736.55
6800 Tickets/Admissions	2,575.35

**Statement of Activity**  
**Newport Beach Film Festival**  
**For The Year Ended June 30, 2024**

6810 Travel & Lodging	3,084.63
6811 Event	3,207.31
6812 Staff	106.84
Total for 6810 Travel & Lodging	6,398.78
6820 Venue Rental	47,900.00
Total for Expenditures	1,499,211.58
Net Operating Revenue	113.69
Other Expenditures	
6400 Miscellaneous	498.18
Total for Other Expenditures	498.18
Net Other Revenue	(498.18)
Change In Net Assets	\$ (384.49)

This financial statement has not been subjected to an audit or review or compilation engagement and no assurance is pro

# **SIGNATURE EVENT APPLICATION**

Newport Beach Christmas Boat Parade

## Special Event Support Application - Signature Events

Reference #	17958122
Status	Complete
Login Username	steve@newportbeach.com
Login Email	steve@newportbeach.com
Name of Applicant Organization:	Newport Beach Chamber of Commerce
First Name	Steven
Last Name	Rosansky
Title / Affiliation:	President
Full Mailing Address of Organization:	4343 Von Karman Ave, Ste. 150-W, Newport Beach, CA 92660
Phone Number	9497294404
Email Address	<a href="mailto:steve@newportbeach.com">steve@newportbeach.com</a>
Type of Nonprofit Entity:	501C(6)
State of California Entity Number (if applicable):	California
Signatory 1 - Name	Steven Rosansky
Signatory 1 - Title	President
Signatory 2 - Name	Thomas Cuomo
Signatory 2 - Title	Secretary
Entity Address (if different from mailing address):	4343 Von Karman Ave, Ste. 150-W, Newport Beach, CA 92660
Name of Event:	118th Newport Beach Christmas Boat Parade
Event Date(s):	12/16/2026-12/20/2026
Is this an annual event?	yes
Event location(s)/venue(s) in Newport Beach:	Newport Harbor
Is at least 51 percent of this event - in its entirety	Yes

- within Newport Beach?

Type of event (Check one):	Community
Total Attendees (Spectators + Participants)	500000
Have you held this event before?	Yes
If yes, what years?	1925-2025
Have you previously received City support for this or any other event sponsored by your organization?	Yes
If yes, please list the event(s) and year(s):	Christmas Boat Parade 2013-2025 Corona del Mar Sandcastle Contest 2022-2025
If no, please provide the level of support you are applying for:	We have received \$50,000 a year for the last 13 years. We are seeking a similar amount this year.
Approximate impact on Newport Beach businesses:	The event has a significant impact on Newport Beach businesses. All waterfront restaurants and yacht clubs are full all five nights of the parade. The Balboa Bay Resort sells out all their rooms and meeting spaces. City Cruises, Davey's Locker, Newport Landing and other boat rentals are sold-out. Many off the water businesses such as hotels, retailers, supermarkets, caterers, gas stations, valet companies, etc also have a significant boost in their revenues. It has been estimated that \$6,000,000-\$10,000,000 is generated in local business revenue as a result of the parade.
Media Impressions:	Information provided by Visit Newport Beach for 2025:  Media Impressions: 508,756,713  ADVERTISING METRICS •FY 2025 - 2026

oTotal Advertising Metrics: 1,278,050  
oPartnering Outlets: LA Times, OC Register, The Log, Stu News

**Please list any fees charged to the public entering the event as a participant or as a spectator.**

Boats registering in the parade pay \$35.00 The public attends free of charge.

**Portion of money raised or made donated:**

Estimated for 2026 85% (\$273,850)

**Describe what, if any, portion of the event is FREE to the public.**

The entire event is free to the public

**What is the total expenditure budget specifically for this event?**

\$323,400

**What is the total anticipated gross revenue specifically from this event?**

\$273,850

**To be eligible to receive City support, the applicant must demonstrate that the event is not financially dependent on receiving City grant funds. How will receiving a grant from the City of Newport Beach help to elevate the overall event?**

The grant proceeds will be used to enhance the boat parade drone show and fireworks. It will also help to offset the cost of operating the Lead Boat, Grand Marshall Boat and the Santa Boat in the Parade. We have also seen a quadrupling of the cost of insurance and we anticipate another increase this year.

**Brief Description of Event (150-word maximum):**

The Christmas Boat Parade is a 5 night on the water parade that travels around the 14 mile circumference of Newport Harbor. Anywhere from 85-100 boats register to be in the parade. We also feature fireworks on opening night and 4 nightly drone shows(20 altogether) launched from the Balboa Bay Club and Balboa Peninsula Park next to Balboa Pier. There is also a Ring of Lights Contest for the decorated waterfront homes. The event receives significant media attention both locally and nationwide.

**Indicate any anticipated impacts the event will have:**

- Amplified sound
- Occur on public property (parks, streets, sidewalks)

**In 250 words or less, explain how your event will meet or exceed any or all of the Signature Event Evaluation Criteria (see Special Event Support Program Overview):**

The Newport Beach Christmas Boat Parade delivers substantial and measurable benefits to businesses of all kinds including hotels, restaurants, yacht clubs, harbor cruise rental companies, caterers, gas stations and retail establishments due to the influx of visitors to the City as well as spending attributable to our own residents. A list of measurables has been included on the application. The event is a beloved tradition here in Newport Beach that has been attended and participated in by multiple generations of Newport Beach residents. Visitors come from all over Southern California to view the parade as well as out of state people staying in hotels throughout Newport Beach. Millions of other people view the parade on newscasts that sometimes can be nationwide. Virtually every waterfront business benefits from the parade as well as many businesses not directly on the waterfront. The City derives significant bed tax and sales tax revenue from the 5 night spend. Past studies have shown the parade generates anywhere from \$6,000,000 to \$10,000,000 in revenue to local businesses.

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**The request for City support must include a list of other City entities or groups (e.g., City Arts Commission, a Business Improvement District, Library support group, etc.) from which the applicant is seeking financial support. Are you seeking financial support from other City entities?**

No

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**Attach Statement of Information:**

[Statement\\_of\\_Information.pdf \(125 KB\)](#)

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**Please attach a copy of the complete event budget showing this years projected revenues and expenditures.**

[Boat\\_Parade\\_Budget\\_for\\_2026.xls \(35 KB\)](#)

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**For recurring events, please attach a financial**

[ChristmasBoatParade2024and2025\\_P\\_and\\_](#)

breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses.

[L.pdf \(42 KB\)](#)

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Item #116

[ChristmasBoatParade2024and2025\\_P\\_and\\_L.pdf \(42 KB\)](#)

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Attach the proposed measurable objectives and performance measures for the event.

[Christmas\\_Boat\\_Parade\\_Statement\\_of\\_Measurable\\_Performance\\_Objectives.docx \(14 KB\)](#)

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If requesting aggregate grant funding in excess of \$15,000, please attach financial statements for the two (2) most recently completed fiscal years. Financial statements must be complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

[Profit\\_and\\_Loss\\_2025\\_and\\_Previous\\_Year\\_2024.pdf \(42 KB\)](#)

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Item #117

[Profit\\_and\\_Loss\\_2025\\_and\\_Previous\\_Year\\_2024.pdf \(42 KB\)](#)

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As your organization's representative, please verify the below by checking the corresponding boxes and then type your name in the field below.

- I acknowledge that submission of this application does not guarantee the event will receive City support.
- I have read the updated City of Newport Beach Special Event Support Program Overview, including the eligibility, qualification and evaluation criteria.
- I have attached a complete event budget showing anticipated revenue and expenses. Note: Your application will be deemed incomplete if a budget is not included with your application.
- I acknowledge that, if awarded funding, my organization will have to enter into a grant agreement with the City.
- I acknowledge that the City reserves the right to audit Grantee's accounting procedures and internal controls of Grantee's financial systems, and to examine any cost, revenue, payment,

claim, other records or supporting documentation resulting from any items set forth in this Agreement. This audit right expressly extends to all financial records of the Grantee, whether or not they relate solely to the Grant Proposal or Grant Funds. Any such audit(s) shall be undertaken by City or its representative(s) at mutually agreed upon reasonable times and in conformance with generally accepted auditing standards. Grantee agrees to fully cooperate with any such audit(s).

- I acknowledge the City will not provide financial support to events that serve a political purpose or are sponsored by political organizations. The City has sole discretion to determine whether an event is political in nature.
  - Grantee shall conduct background checks for all of its volunteers and employees who work with minor children in relation to any project described in Grantee's Grant Proposal. To the extent applicable and if requested, Grantee shall provide the City certification that it has complied with this requirement prior to the receipt of Grant Funds.
  - As a...
- 
- ... condition of eligibility, I shall provide all required financial documentation at the time of application submission. Applications lacking required documentation shall be deemed incomplete and may not be considered for funding.
  - I acknowledge I have submitted a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses, if my event is recurring.
  - I acknowledge I have submitted financial statements for the two (2) most recently

completed fiscal years that are complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

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<b>Name:</b>	Steven Rosansky
<b>Last Update</b>	2026-04-20 17:09:16
<b>Start Time</b>	2026-04-20 16:29:30
<b>Finish Time</b>	2026-04-20 17:09:16
<b>IP</b>	184.188.127.203
<b>Browser</b>	Chrome
<b>Device</b>	Desktop
<b>Referrer</b>	<a href="https://fs23.formsite.com/res/formLoginReturn">https://fs23.formsite.com/res/formLoginReturn</a>

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<b>Revenue</b>	<b>Budget-2026</b>	
Boat Entry Fees	2,800	
Home Entry Fees	1,050	
Drone Sponsor	150,000	
Sponsor Revenue	100,000	
Grand Marshall Boat	20,000	
<b>Total Revenue</b>	<b>273850</b>	<b>273,850</b>
Expenses		
Audio Visual	\$25,000	
Banners, Printing & Postage	13,000	
Boat Awards	1200	
Drone Show	140,000	
Fireworks	10,000	
Grand Marshal Boat	17,000	
Insurance	25,000	
Marketing Fee	25,000	
Parade Control	1,000	
Permits	4000	
Photography	2200	
Salaries	60,000	
<b>Total Expenses</b>	<b>\$323,400</b>	<b>323,400</b>
<b>Net Profit</b>		<b>(\$49,550)</b>

# Newport Beach Chamber of Commerce

## Christmas Boat Parade 2024 and 2025

January 2024 - December 2025

	JAN - DEC 2024	JAN - DEC 2025	TOTAL
Income			
<b>Total Income</b>			<b>\$0.00</b>
GROSS PROFIT	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Expenses			
<b>Total Expenses</b>			<b>\$0.00</b>
NET OPERATING INCOME	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Other Income			
Special Events Council			\$0.00
Christmas Boat Parade			\$0.00
Income - Boat Entry @ \$35.00	3,185.00	2,695.00	\$5,880.00
Income - CBP Drone Sponsor		160,000.00	\$160,000.00
Income - Charter Sponsor (City)	50,000.00	50,000.00	\$100,000.00
Income - Contributing Sponsor Revenue	116,000.00	101,000.00	\$217,000.00
Income - Grand Marshall Boat	20,000.00	20,000.00	\$40,000.00
Income - Home Entry @ \$35.00	1,085.00	980.00	\$2,065.00
<b>Total Christmas Boat Parade</b>	<b>190,270.00</b>	<b>334,675.00</b>	<b>\$524,945.00</b>
<b>Total Special Events Council</b>	<b>190,270.00</b>	<b>334,675.00</b>	<b>\$524,945.00</b>
<b>Total Other Income</b>	<b>\$190,270.00</b>	<b>\$334,675.00</b>	<b>\$524,945.00</b>
Other Expenses			
Special Event Council			\$0.00
Christmas Boat Parade Expense			\$0.00
Audio Visual	23,989.75	25,181.88	\$49,171.63
Banners, Printing and Postage	12,146.60	12,981.61	\$25,128.21
Boat Awards	893.00	55.22	\$948.22
Drone Show	125,873.30	133,232.20	\$259,105.50
Fireworks	1,054.00	9,789.00	\$10,843.00
Grand Marshall Boat Expense	4,577.69	16,412.56	\$20,990.25
Insurance - Non Owned Watercraf	11,880.00	22,022.34	\$33,902.34
Marketing	50,896.39	25,000.00	\$75,896.39
Parade Control	25.66	604.75	\$630.41
Permit	6,920.00	3,289.00	\$10,209.00
Photography		2,125.00	\$2,125.00
<b>Total Christmas Boat Parade Expense</b>	<b>238,256.39</b>	<b>250,693.56</b>	<b>\$488,949.95</b>
<b>Total Special Event Council</b>	<b>238,256.39</b>	<b>250,693.56</b>	<b>\$488,949.95</b>
<b>Total Other Expenses</b>	<b>\$238,256.39</b>	<b>\$250,693.56</b>	<b>\$488,949.95</b>
NET OTHER INCOME	<b>\$ -47,986.39</b>	<b>\$83,981.44</b>	<b>\$35,995.05</b>
NET INCOME	<b>\$ -47,986.39</b>	<b>\$83,981.44</b>	<b>\$35,995.05</b>

# Newport Beach Chamber of Commerce

## Christmas Boat Parade 2024 and 2025

January 2024 - December 2025

	JAN - DEC 2024	JAN - DEC 2025	TOTAL
Income			
<b>Total Income</b>			<b>\$0.00</b>
GROSS PROFIT	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Expenses			
<b>Total Expenses</b>			<b>\$0.00</b>
NET OPERATING INCOME	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Other Income			
Special Events Council			\$0.00
Christmas Boat Parade			\$0.00
Income - Boat Entry @ \$35.00	3,185.00	2,695.00	\$5,880.00
Income - CBP Drone Sponsor		160,000.00	\$160,000.00
Income - Charter Sponsor (City)	50,000.00	50,000.00	\$100,000.00
Income - Contributing Sponsor Revenue	116,000.00	101,000.00	\$217,000.00
Income - Grand Marshall Boat	20,000.00	20,000.00	\$40,000.00
Income - Home Entry @ \$35.00	1,085.00	980.00	\$2,065.00
<b>Total Christmas Boat Parade</b>	<b>190,270.00</b>	<b>334,675.00</b>	<b>\$524,945.00</b>
<b>Total Special Events Council</b>	<b>190,270.00</b>	<b>334,675.00</b>	<b>\$524,945.00</b>
<b>Total Other Income</b>	<b>\$190,270.00</b>	<b>\$334,675.00</b>	<b>\$524,945.00</b>
Other Expenses			
Special Event Council			\$0.00
Christmas Boat Parade Expense			\$0.00
Audio Visual	23,989.75	25,181.88	\$49,171.63
Banners, Printing and Postage	12,146.60	12,981.61	\$25,128.21
Boat Awards	893.00	55.22	\$948.22
Drone Show	125,873.30	133,232.20	\$259,105.50
Fireworks	1,054.00	9,789.00	\$10,843.00
Grand Marshall Boat Expense	4,577.69	16,412.56	\$20,990.25
Insurance - Non Owned Watercraf	11,880.00	22,022.34	\$33,902.34
Marketing	50,896.39	25,000.00	\$75,896.39
Parade Control	25.66	604.75	\$630.41
Permit	6,920.00	3,289.00	\$10,209.00
Photography		2,125.00	\$2,125.00
<b>Total Christmas Boat Parade Expense</b>	<b>238,256.39</b>	<b>250,693.56</b>	<b>\$488,949.95</b>
<b>Total Special Event Council</b>	<b>238,256.39</b>	<b>250,693.56</b>	<b>\$488,949.95</b>
<b>Total Other Expenses</b>	<b>\$238,256.39</b>	<b>\$250,693.56</b>	<b>\$488,949.95</b>
NET OTHER INCOME	<b>\$ -47,986.39</b>	<b>\$83,981.44</b>	<b>\$35,995.05</b>
NET INCOME	<b>\$ -47,986.39</b>	<b>\$83,981.44</b>	<b>\$35,995.05</b>

**Christmas Boat Parade Statement of Measurable Performance**  
**Objectives**

- 1. Five-night boat parade**
- 2. Eighty registered boats in the parade**
- 3. 30 registered homes in the Ring of Lights Contest**
- 4. 20 drone shows over 5 parade nights**
- 5. Local television coverage of the parade**
- 6. A one hour televised special by a major news station**

# Newport Beach Chamber of Commerce

## Profit and Loss YTD Comparison

June 2024 - May 2025

	TOTAL		
	JUN 2024 - MAY 2025	JUN 2023 - MAY 2024 (PY)	CHANGE
<b>Income</b>			
Directory Income	251.00	18,517.80	-18,266.80
Interest Income	29,135.00	30,066.06	-931.06
Leadership Circle Member			
Misc Income	24,038.87	49,987.23	-25,948.36
New Memberships	100,803.00	105,041.00	-4,238.00
Renewals	262,518.50	221,463.50	41,055.00
<b>Total Income</b>	<b>\$662,146.37</b>	<b>\$610,075.59</b>	<b>\$52,070.78</b>
<b>GROSS PROFIT</b>	<b>\$662,146.37</b>	<b>\$610,075.59</b>	<b>\$52,070.78</b>
<b>Expenses</b>			
Directory Expense (deleted)	1,752.75	34,863.53	-33,110.78
Operating Expenses	213,599.24	183,853.69	29,745.55
Payroll Expenses	563,640.96	504,760.15	58,880.81
<b>Total Expenses</b>	<b>\$778,992.95</b>	<b>\$723,477.37</b>	<b>\$55,515.58</b>
<b>NET OPERATING INCOME</b>	<b>\$ -116,846.58</b>	<b>\$ -113,401.78</b>	<b>\$ -3,444.80</b>
<b>Other Income</b>			
Civil Affairs Council	386,751.50	316,980.01	69,771.49
Commodore Council	31,400.00	19,705.00	11,695.00
Membership Council	77,470.99	58,980.01	18,490.98
Special Events Council	334,260.43	193,715.03	140,545.40
<b>Total Other Income</b>	<b>\$829,882.92</b>	<b>\$589,380.05</b>	<b>\$240,502.87</b>
<b>Other Expenses</b>			
CIVIC AFFAIRS COUNCIL	319,062.86	270,585.29	48,477.57
Commodore Council Expense	30,935.81	19,157.40	11,778.41
MEMBERSHIP COUNCIL	65,765.17	49,513.82	16,251.35
Special Event Council	254,238.46	115,327.31	138,911.15
<b>Total Other Expenses</b>			
<b>NET OTHER INCOME</b>	<b>\$159,880.62</b>	<b>\$134,796.23</b>	<b>\$25,084.39</b>
<b>NET INCOME</b>	<b>\$43,034.04</b>	<b>\$21,394.45</b>	<b>\$21,639.59</b>

# Newport Beach Chamber of Commerce

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<b>NET INCOME</b>	<b>\$43,034.04</b>	<b>\$21,394.45</b>	<b>\$21,639.59</b>

# **SIGNATURE EVENT APPLICATION**

Hoag Classic

## Special Event Support Application - Signature Events

Reference #	17958030
Status	Complete
Login Username	RichThomas
Login Email	rthomas@toshibaclassic.com
Name of Applicant Organization:	Hoag Charity Sports
First Name	Scott
Last Name	Easton
Title / Affiliation:	Executive Director - Hoag Classic Newport Beach
Full Mailing Address of Organization:	19772 MacArthur Blvd, Suite 110, Irvine, CA 92612
Phone Number	9498879648
Email Address	<a href="mailto:seaston@hoagclassic.com">seaston@hoagclassic.com</a>
Type of Nonprofit Entity:	501(c)3
State of California Entity Number (if applicable):	3396488
Signatory 1 - Name	Robert Braithwaite
Signatory 1 - Title	President
Signatory 2 - Name	Andrew Guarni
Signatory 2 - Title	<ul style="list-style-type: none"><li>• Secretary</li><li>• Chief Financial Officer</li></ul>
Entity Address (if different from mailing address):	1 Hoag Drive, Newport Beach, CA 92663
Name of Event:	Hoag Classic Newport Beach
Event Date(s):	TBD - Tentative March 20 -28, 2027
Is this an annual event?	yes
Event location(s)/venue(s) in Newport Beach:	Newport Beach Country Club, VEA Newport Beach, Pendry, Balboa Bay Resort

Is at least 51 percent of this event - in its entirety  
- within Newport Beach? Yes

Type of event (Check one):

- Other
- Professional Televised Sports, Social, Community, Arts, Philanthropic, Etc.

Total Attendees (Spectators + Participants) 30000

Have you held this event before? Yes

If yes, what years? For over 25 Years

Have you previously received City support for this or any other event sponsored by your organization? Yes

If yes, please list the event(s) and year(s):

Hoag Classic Newport Beach, 2026 \$25,000 (Signature)

Hoag Classic Newport Beach, 2025 \$25,000 (Signature)

Hoag Classic, 2024 \$15,000 (Signature)

Hoag Classic, 2023 \$15,000 (Signature)

Hoag Classic, 2022 \$15,000 (Signature)

Hoag Classic, 2020 \$15,000 (Signature)

Hoag Classic, 2019 \$15,000 (Signature)

Toshiba Classic 2018, \$15,000 (Community)

If no, please provide the level of support you are applying for: \$150,000

Approximate impact on Newport Beach businesses:

We conducted an economic impact study in 2025 and concluded that we had an economic impact of over 16 million dollars on the Newport Beach Community.

This event is broadcast internationally promoting tourism, travel, and Newport Beach as a destination for both business and personal travel for the other 51 weeks out of the year, creating a positive impact on businesses, not only for one week in March, but for the other 51 weeks of the year.

We have a direct positive impact on the Airport, Hotels, Restaurants, and Shops with the visitors leading up to and during the tournament, and we have an indirect impact on all of the businesses in Newport Beach by showcasing the community on the international broadcast which promotes visitors to the community throughout the year.

We also try and use local businesses as much as possible and create a community feel for the event in as many ways as we can.

There is no doubt we have a positive impact on well over 500 Local Community Businesses

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**Media Impressions:**

Overall Media Impressions -7.93 billion  
Total reach -2.5 billion impressions across all channels (Live TV broadcast, television commercials, social media, local Public Relations & Community Advertising, Paid Advertising and Digital Promotions  
1,900,000 engagements  
12,770,000 video views

---

**Please list any fees charged to the public entering the event as a participant or as a spectator.**

We keep our general admission gallery pass very affordable, so it is an event that can be enjoyed by everyone in the community. The Face value for a daily ticket is \$50.00 but we offer 50% off discount codes throughout the year for locals, as well as free admission every day for children 15 and under.

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**Portion of money raised or made donated:**

We work extremely hard to contribute back to the community and support various charities. 100% of the profit from this event is used to support community charities like: Hoag Hospital, Hoag Charity Sports, Hoag Hospital Foundation, Newport Beach Fire Department Foundation, Newport Beach Police Department Foundation,

Newport Mesa Unified School District, Big Brothers / Big Sisters of Orange County, First Tee of Orange County, US Navy Memorial Foundation, Marine Corp Scholarship Foundation, Warfighter Cup Foundation, Folds of Honor.

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**Describe what, if any, portion of the event is FREE to the public.**

We have many different opportunities to attend for free. We have the ever-popular Motive Salute to Service Day, where all first responders (Fire, Police, EMT and Paramedics), retired and veteran military members, active duty, reserve, and National Guard can attend for free with a guest. We have Kingston Technology Student Day, where families can attend and all guests 18 and under receive free admission. Everyday, all week long, kids under 15 receive free admission. While the overall event is not free, we do provide multiple opportunities for fans to attend free of charge and we keep the event very affordable, while continuing to do more and more things to be relevant to everyone in the community. We have added many lifestyle types of events around the golf tournament. We have celebrities, food, music, cars and other elements of the event that community members can find interesting, even if they are not a golf fan.

In addition, we have over 700 volunteers from Newport Beach and surrounding communities volunteering time, because they believe in our cause. They receive complimentary admission to the tournament for themselves and two guests on days when they are not scheduled to volunteer and are part of the proud history of this event.

This event's foundation is built on the community standing up and volunteering to support and

create this event to benefit Hoag Hospital and highlight Newport Beach.

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**What is the total expenditure budget specifically for this event?** 9,785,000

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**What is the total anticipated gross revenue specifically from this event?** 9,955,000

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**To be eligible to receive City support, the applicant must demonstrate that the event is not financially dependent on receiving City grant funds. How will receiving a grant from the City of Newport Beach help to elevate the overall event?**

With over 300 Sponsors and Partners, we consider ourselves financially independent. Ultimately with that level of corporate and private support, our partners and hosts will ensure that we will meet all of our budget goals, but with the help of the Newport Beach Special Event Grant Funds we will be able to continue elevating the experience for every attendee and community member who participates in the Hoag Classic. Our goal is to invest in creating an event that showcases the best of Newport Beach to the world, involve the community in various ways, and has a meaningful philanthropic goal. As we have shown for the last couple of years; as we find new revenue, we will continue investing in this annual Newport Beach tradition to create an event that best highlights and showcases Newport Beach. The support of the Newport Beach Special Event Grant will enable us to not only elevate the event, but also make it safer for all attendees, less cumbersome on the community, and more efficiently managed. We can utilize these new funds to make the Hoag Classic better than the year before, for the city and the community that lives here.

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**Brief Description of Event (150-word maximum):** For one week every year, the international spotlight shines on Newport Beach. Thousands of people visit Newport Beach for the premier stop on the PGA Champions Tour, The Hoag Classic. With decades of history, this event

continues to build on its community focus. Now entering its seventh year as the Hoag Classic, we are proud to showcase one of Newport Beach's finest institutions, while supporting it as well. The partnership provides an unparalleled opportunity to give back to the health and vitality of our community, by supporting Hoag. The Hoag Classic consists of an internationally televised, professional competition with events throughout the week including the "Community Breakfast", "Legends Pro-Am", "Salute to Service Day" and "The Pacific Life Celebrity Classic". The Hoag Classic prides itself on conducting everything within Newport Beach and strives to be an event the community can be proud of, whether they are golf fans or not.

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**Indicate any anticipated impacts the event will have:**

- Traffic control
- Amplified sound
- Parking

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**In 250 words or less, explain how your event will meet or exceed any or all of the Signature Event Evaluation Criteria (see Special Event Support Program Overview):**

In 2026 Hoag Charity Sports continued building on the success of The Pacific Life Celebrity Classic kicking off the Hoag Classic week, which brought 80 of the biggest names in Sports and Entertainment to town, creating even broader exposure, highlighting Newport Beach to millions of fans.

We also welcomed country music's nationally acclaimed musician, Tyler Braden, who broadcast social posts to thousands of fans across the globe while performing in Newport Beach.

For decades, we've welcomed 78 PGA Champions for the Hoag Classic benefiting Hoag's world renown Institutes; military, educational, and children's charities.

We've built a Newport Beach tradition with measurable and substantive results for the Community, from charitable giving, community awareness, tourism and travel, community participation and involvement, and many others.

The Hoag Classic is televised to over 330 million households in 190 countries, highlighting Newport Beach as a desirable place to live, visit, work, and recreate. This exposure provides immeasurable benefits and residually impacts the community all year.

The Hoag Classic enhances lives of residents with cultural, social, and educational activities, and attracts visitors from across the region filling hotel rooms, restaurants and businesses, providing an influx of dollars into our economy. A study by Economics Research Associates suggested economic impact on Newport Beach and surrounding communities of almost \$20 million.

Adding Newport Beach to the Hoag Classic's name in 2025, the visibility and impact is greater than ever, further justifying increasing our grant support to be comparable or greater than the largest Newport Beach Signature events.

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The request for City support must include a list of other City entities or groups (e.g., City Arts Commission, a Business Improvement District, Library support group, etc.) from which the applicant is seeking financial support. Are you seeking financial support from other City entities? No

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Attach Statement of Information:

[Statement\\_of\\_Information\\_-\\_B3897-9224.pdf](#)

(125 KB)

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Please attach a copy of the complete event budget showing this years projected revenues and expenditures.

[2027\\_NEWPORT\\_BEACH\\_SPECIAL\\_EVENT\\_GRANT\\_2027\\_DRAFT\\_BUDGET.xlsx](#) (12 KB)

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For recurring events, please attach a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses.

[2027\\_NEWPORT\\_BEACH\\_SPECIAL\\_EVENT\\_GRANT\\_-\\_2024\\_BUDGET\\_SUBMITTAL.xlsx](#) (10 KB)

---

Item #116

[2027\\_NEWPORT\\_BEACH\\_SPECIAL\\_EVENT\\_GRANT\\_-\\_2025\\_BUDGET\\_SUBMITTAL.xlsx](#) (10 KB)

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Attach the proposed measurable objectives and performance measures for the event.

[Newport\\_Beach\\_Special\\_Events\\_Grant\\_Measurable\\_Objectives\\_and\\_Performance\\_Document.docx](#) (18 KB)

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If requesting aggregate grant funding in excess of \$15,000, please attach financial statements for the two (2) most recently completed fiscal years. Financial statements must be complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

[2027\\_NEWPORT\\_BEACH\\_SPECIAL\\_EVENT\\_GRANT\\_-\\_2024\\_BUDGET\\_SUBMITTAL.xlsx](#) (10 KB)

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Item #117

[2027\\_NEWPORT\\_BEACH\\_SPECIAL\\_EVENT\\_GRANT\\_-\\_2025\\_BUDGET\\_SUBMITTAL.xlsx](#) (10 KB)

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As your organization's representative, please verify the below by checking the corresponding boxes and then type your name in the field below.

- I acknowledge that submission of this application does not guarantee the event will receive City support.
- I have read the updated City of Newport Beach Special Event Support Program Overview, including the eligibility, qualification and evaluation criteria.
- I have attached a complete event budget showing anticipated revenue and expenses.  
Note: Your application will be deemed incomplete if a budget is not included with your

application.

- I acknowledge that, if awarded funding, my organization will have to enter into a grant agreement with the City.
- I acknowledge the City will not provide financial support to events that serve a political purpose or are sponsored by political organizations. The City has sole discretion to determine whether an event is political in nature.
- Grantee shall conduct background checks for all of its volunteers and employees who work with minor children in relation to any project described in Grantee's Grant Proposal. To the extent applicable and if requested, Grantee shall provide the City certification that it has complied with this requirement prior to the receipt of Grant Funds.
- As a condition of eligibility, I shall provide all required financial documentation at the time of application submission. Applications lacking required documentation shall be deemed incomplete and may not be considered for funding.
- I acknowledge I have submitted a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses, if my event is recurring.
- I acknowledge I have submitted financial statements for the two (2) most recently completed fiscal years that are complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

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<b>Name:</b>	Scott Easton
<b>Last Update</b>	2026-04-21 16:06:04
<b>Start Time</b>	2026-04-20 15:40:50

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<b>Finish Time</b>	2026-04-21 16:06:04
<b>IP</b>	184.179.105.221
<b>Browser</b>	Edge
<b>Device</b>	Desktop
<b>Referrer</b>	<a href="https://fs23.formsite.com/res/formLoginReturn">https://fs23.formsite.com/res/formLoginReturn</a>

## Proposed Draft Budget for 2027 Hoag Classic

<b>HOAG CLASSIC</b>	
<b>CATEGORY</b>	<b>2027 REVENUE</b>
SPONSORSHIP	\$7,385,000.00
PRO AM & GOLF EVENTS	\$1,775,000.00
TICKET SALES	\$495,000.00
FOOD & BEVERAGE	\$300,000.00
<b>TOURNAMENT REVENUE</b>	<b>\$9,955,000.00</b>

<b>CATEGORY</b>	<b>2027 EXPENSES</b>
PGA TOUR & TELEVISION COSTS	\$3,800,000.00
MANAGEMENT & PROFESSIONAL COSTS	\$1,100,000.00
RISK MANAGEMENT & OFFICE EXPENSES	\$200,000.00
SITE FEE AND RENT	\$500,000.00
VOLUNTEER OPERATIONS	\$150,000.00
GOLF & PRO-AM EXPENSES	\$836,000.00
SPECIAL EVENTS	\$499,000.00
EVENT OPERATIONS	\$2,200,000.00
ADVERTISING & PR COSTS	\$500,000.00
<b>TOURNAMENT EXPENSES</b>	<b>\$9,785,000.00</b>

## 2024 Hoag Classic Budget

<b>HOAG CLASSIC</b>	
<b>CATEGORY</b>	<b>2024 REVENUE</b>
SPONSORSHIP	\$5,237,000.00
PRO AM & GOLF EVENTS	\$1,766,000.00
TICKET SALES	\$307,000.00
FOOD & BEVERAGE	\$270,000.00
<b>TOURNAMENT REVENUE</b>	<b>\$7,580,000.00</b>

<b>HOAG CLASSIC</b>	
<b>CATEGORY</b>	<b>2024 EXPENSES</b>
PGA TOUR & TELEVISION COSTS	\$2,477,768.35
MANAGEMENT & PROFESSIONAL COSTS	\$860,000.00
RISK MANAGEMENT & OFFICE EXPENSES	\$120,000.00
SITE FEE AND RENT	\$375,000.00
VOLUNTEER OPERATIONS	\$118,200.45
GOLF & PRO-AM EXPENSES	\$545,000.00
SPECIAL EVENTS	\$494,000.00
EVENT OPERATIONS	\$1,869,000.00
ADVERTISING & PR COSTS	\$370,000.00
<b>TOURNAMENT EXPENSES</b>	<b>\$7,228,968.80</b>

# 2025 Hoag Classic Budget

HOAG CLASSIC	
CATEGORY	2025 REVENUE
SPONSORSHIP	<b>\$5,758,000.00</b>
PRO AM & GOLF EVENTS	<b>\$2,383,000.00</b>
TICKET SALES	<b>\$492,000.00</b>
FOOD & BEVERAGE	<b>\$270,000.00</b>
<b>TOURNAMENT REVENUE</b>	<b>\$8,903,000.00</b>

HOAG CLASSIC	
CATEGORY	2025 EXPENSES
PGA TOUR & TELEVISION COSTS	\$2,499,000.00
MANAGEMENT & PROFESSIONAL COSTS	\$1,089,000.00
RISK MANAGEMENT & OFFICE EXPENSES	\$159,000.00
SITE FEE AND RENT	\$389,000.00
VOLUNTEER OPERATIONS	\$123,000.00
GOLF & PRO-AM EXPENSES	\$836,000.00
SPECIAL EVENTS	\$499,000.00
EVENT OPERATIONS	\$2,030,000.00
ADVERTISING & PR COSTS	\$424,000.00
<b>TOURNAMENT EXPENSES</b>	<b>\$8,048,000.00</b>

# **Proposed Measurable Objectives for the 2027 Hoag Classic**

Event: Hoag Classic Newport Beach

Grant Request Purpose:

Support delivery and enhancement of a premier professional sporting event that generates economic activity, promotes Newport Beach as a destination, supports charitable giving, and provides meaningful community engagement.

## **Objective 1: Drive Tourism and Economic Impact**

Goal: Generate measurable economic benefit for the City of Newport Beach through visitor spending tied to the event.

Performance Measures:

- Attract 20,000+ spectators over tournament week.
- Generate increase in hotel room nights in Newport Beach through players, sponsors, attendees, media, and visitors.
- Produce an estimated \$15 million+ in direct economic impact through lodging, dining, retail, transportation, and local spending.
- Maintain or increase year-over-year attendance, weather related.

## **Objective 2: Promote Newport Beach as a Premier Destination**

Goal: Increase awareness and positive exposure for Newport Beach through regional and national event promotion.

Performance Measures:

- Deliver 50 million+ media impressions through broadcast, print, digital, PR, and social media.
- Include Newport Beach branding in event marketing materials and official communications.
- Generate millions of social media impressions highlighting host city, Newport Beach.
- Secure coverage in regional and national media outlets featuring Newport Beach tourism and lifestyle.

### **Objective 3: Provide Community and Resident Benefit**

Goal: Expand opportunities for local residents, nonprofits, and community groups to participate in and benefit from the event.

Performance Measures:

- Provide 1,500+ complimentary or reduced-cost tickets to community groups, military, seniors, and youth organizations.
- Engage 500+ volunteers, including Newport Beach residents.
- Host 5+ community-focused event activations during tournament week.
- Maintain high levels of attendee satisfaction through post-event surveys.

### **Objective 4: Support Charitable and Philanthropic Impact**

Goal: Generate measurable charitable support benefiting healthcare and local nonprofit organizations.

Performance Measures:

- Raise charitable proceeds through tournament-related fundraising.
- Support funding for programs benefiting Hoag and other participating nonprofit partners.
- Strive to increase charitable fundraising year-over-year.
- Document and report grant-supported community benefit outcomes following the event.

## **Objective 5: Deliver a Safe and Well-Managed Special Event**

Goal: Execute a high-quality event meeting all city requirements and public safety standards.

Performance Measures:

- Be compliant with City of Newport Beach permit requirements.
- Implement approved traffic, parking, and safety plans with no major incidents.
- Maintain emergency response readiness throughout tournament operations.
- Conduct post-event review and submit final impact report.

## **Reporting and Evaluation**

Success will be measured through:

- Ticketing and attendance reports
- Hotel and economic impact analysis
- Media monitoring and impression reporting
- Social media analytics
- Volunteer and community participation records
- Charitable fundraising documentation
- Post-event surveys

## 2024 Hoag Classic Budget

<b>HOAG CLASSIC</b>	
<b>CATEGORY</b>	<b>2024 REVENUE</b>
SPONSORSHIP	\$5,237,000.00
PRO AM & GOLF EVENTS	\$1,766,000.00
TICKET SALES	\$307,000.00
FOOD & BEVERAGE	\$270,000.00
<b>TOURNAMENT REVENUE</b>	<b>\$7,580,000.00</b>

<b>HOAG CLASSIC</b>	
<b>CATEGORY</b>	<b>2024 EXPENSES</b>
PGA TOUR & TELEVISION COSTS	\$2,477,768.35
MANAGEMENT & PROFESSIONAL COSTS	\$860,000.00
RISK MANAGEMENT & OFFICE EXPENSES	\$120,000.00
SITE FEE AND RENT	\$375,000.00
VOLUNTEER OPERATIONS	\$118,200.45
GOLF & PRO-AM EXPENSES	\$545,000.00
SPECIAL EVENTS	\$494,000.00
EVENT OPERATIONS	\$1,869,000.00
ADVERTISING & PR COSTS	\$370,000.00
<b>TOURNAMENT EXPENSES</b>	<b>\$7,228,968.80</b>

# 2025 Hoag Classic Budget

HOAG CLASSIC	
CATEGORY	2025 REVENUE
SPONSORSHIP	<b>\$5,758,000.00</b>
PRO AM & GOLF EVENTS	<b>\$2,383,000.00</b>
TICKET SALES	<b>\$492,000.00</b>
FOOD & BEVERAGE	<b>\$270,000.00</b>
<b>TOURNAMENT REVENUE</b>	<b>\$8,903,000.00</b>

HOAG CLASSIC	
CATEGORY	2025 EXPENSES
PGA TOUR & TELEVISION COSTS	\$2,499,000.00
MANAGEMENT & PROFESSIONAL COSTS	\$1,089,000.00
RISK MANAGEMENT & OFFICE EXPENSES	\$159,000.00
SITE FEE AND RENT	\$389,000.00
VOLUNTEER OPERATIONS	\$123,000.00
GOLF & PRO-AM EXPENSES	\$836,000.00
SPECIAL EVENTS	\$499,000.00
EVENT OPERATIONS	\$2,030,000.00
ADVERTISING & PR COSTS	\$424,000.00
<b>TOURNAMENT EXPENSES</b>	<b>\$8,048,000.00</b>

**From:** Scott Easton <[seaston@hoagclassic.com](mailto:seaston@hoagclassic.com)>  
**Sent:** April 29, 2026 7:22 PM  
**To:** Jurjis, Seimone <[sjurjis@newportbeachca.gov](mailto:sjurjis@newportbeachca.gov)>  
**Subject:** Special Event Grant Application

[EXTERNAL EMAIL] DO NOT CLICK links or attachments unless you recognize the sender and know the content is safe. Report phish using the Phish Alert Button above.

Seimone,

I had hoped to connect briefly after last night's City Council meeting but missed you; your team did an excellent job with their presentations.

I'm writing to respectfully request that you share this note with the staff committee reviewing the Special Event Grant applications. While we have submitted all required materials, we would greatly appreciate consideration for a significant increase in support. We currently receive \$25,000 which is significantly less than a few other events of similar stature in the city.

Over the past three years, the Hoag Classic and its partners have invested significant additional resources to elevate the event, showcase Newport Beach, enhance infrastructure, and meet evolving requirements to run a safe and efficient event for our community members. As the event continues to grow in stature, including international television coverage and media exposure for Newport Beach, our costs are rising substantially, with projections increasing by more than \$2 million for 2027.

We are grateful for the City's ongoing support and respectfully request consideration for funding at a level consistent with other premier events, specifically up to the maximum of \$150,000 for 2027. Our goal is simply to receive comparable support as other events of our stature and align support with the value and visibility the Hoag Classic brings to the community.

Thank you for your time and consideration, and for sharing this with the appropriate committee members. We would sincerely appreciate your support.

Best regards,

Scott

**Scott Easton | Executive Director**

**Hoag Classic**

19772 MacArthur Blvd, Suite 110

Irvine, CA 92612

M: 949-887-9648 | O: 949-764-7404

Visit [www.HoagClassic.com](http://www.HoagClassic.com) for Hoag Classic news, updates and information



# **SIGNATURE EVENT APPLICATION**

Beach Volleyball

## Special Event Support Application - Signature Events

Reference #	17915883
Status	Complete
Name of Applicant Organization:	Volleyball Newport Beach Inc.
First Name	Alyssa
Last Name	Schneiders
Title / Affiliation:	Associate
Full Mailing Address of Organization:	1400 Newport Center Drive, Suite 230, Newport Beach, CA 92660
Phone Number	949-250-1020
Email Address	<a href="mailto:alyssa@eaglefourpartners.com">alyssa@eaglefourpartners.com</a>
Type of Nonprofit Entity:	CA Nonprofit Corporation
State of California Entity Number (if applicable):	5761594
Signatory 1 - Name	Kevin Martin
Signatory 1 - Title	President
Signatory 2 - Name	Kory Kramer
Signatory 2 - Title	Secretary
Entity Address (if different from mailing address):	1400 Newport Center Drive, Suite 230, Newport Beach, CA 92660
Name of Event:	Newport Beach Volleyball Invitational
Event Date(s):	10/1/2026-10/31/2026 (TBD)
Is this an annual event?	yes
Event location(s)/venue(s) in Newport Beach:	Beach near Newport Pier
Is at least 51 percent of this event - in its entirety - within Newport Beach?	Yes
Type of event (Check one):	Community

<b>Total Attendees (Spectators + Participants)</b>	500
<b>Have you held this event before?</b>	Yes
<b>If yes, what years?</b>	2023-2025
<b>Have you previously received City support for this or any other event sponsored by your organization?</b>	Yes
<b>If yes, please list the event(s) and year(s):</b>	Newport Beach Volleyball Invitational--2024 and 2025
<b>If no, please provide the level of support you are applying for:</b>	\$15,000 or as much as the City will offer to help support this worthwhile charitable event.
<b>Approximate impact on Newport Beach businesses:</b>	Millions of Dollars
<b>Media Impressions:</b>	100,000s both locally and through advertisements and televised event coverage
<b>Please list any fees charged to the public entering the event as a participant or as a spectator.</b>	Free to attend the event as a spectator with opportunities to purchase VIP tickets.
<b>Portion of money raised or made donated:</b>	99%
<b>Describe what, if any, portion of the event is FREE to the public.</b>	The entire event is free to the public (with limited VIP areas).
<b>What is the total expenditure budget specifically for this event?</b>	\$500,000
<b>What is the total anticipated gross revenue specifically from this event?</b>	\$150,000
<b>To be eligible to receive City support, the applicant must demonstrate that the event is not financially dependent on receiving City grant funds. How will receiving a grant from the City of Newport Beach help to elevate the overall event?</b>	As in past years, the City grant funds will be used to offset the fees charged by the City to provide police, fire and staff support. The event itself is paid for entirely with private funds.
<b>Brief Description of Event (150-word maximum):</b>	This event attracts olympic volleyball players and spectators from Newport Beach, Southern California, and the Nation. This event

showcases Newport Beach as a destination and a desirable place to live, visit, work and recreate. The event directly benefits and promotes Newport Beach businesses and is promoted by some of the most responsible business owners in the City.

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**Indicate any anticipated impacts the event will have:**

Occur on public property (parks, streets, sidewalks)

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**In 250 words or less, explain how your event will meet or exceed any or all of the Signature Event Evaluation Criteria (see Special Event Support Program Overview):**

This event was born in Newport Beach and continues in Newport Beach for the fourth year. The event is scheduled to take place in October 2026 with the exact dates to be determined shortly. The event is hosted and sponsored by local residents and business owners. The event has no outstanding debt owed to the City. This event is free of charge for members of the public to attend.

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**The request for City support must include a list of other City entities or groups (e.g., City Arts Commission, a Business Improvement District, Library support group, etc.) from which the applicant is seeking financial support. Are you seeking financial support from other City entities?**

No

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**Attach Statement of Information:**

[Statement\\_of\\_Information.pdf \(115 KB\)](#)

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**Please attach a copy of the complete event budget showing this years projected revenues and expenditures.**

[Volleyball\\_NB\\_2026\\_Budget.xlsx \(94 KB\)](#)

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**Attach the proposed measurable objectives and performance measures for the event.**

[2026\\_Event\\_Information.docx \(20 KB\)](#)

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**As your organization's representative, please verify the below by checking the corresponding boxes and then type your name in the field below.**

- I acknowledge that submission of this application does not guarantee the event will receive City support.
- I have read the updated City of Newport Beach Special Event Support Program Overview,

including the eligibility, qualification and evaluation criteria.

- I have attached a complete event budget showing anticipated revenue and expenses. Note: Your application will be deemed incomplete if a budget is not included with your application.
- I acknowledge that, if awarded funding, my organization will have to enter into a grant agreement with the City.
- I acknowledge that the City reserves the right to audit Grantee's accounting procedures and internal controls of Grantee's financial systems, and to examine any cost, revenue, payment, claim, other records or supporting documentation resulting from any items set forth in this Agreement. This audit right expressly extends to all financial records of the Grantee, whether or not they relate solely to the Grant Proposal or Grant Funds. Any such audit(s) shall be undertaken by City or its representative(s) at mutually agreed upon reasonable times and in conformance with generally accepted auditing standards. Grantee agrees to fully cooperate with any such audit(s).
- I acknowledge the City will not provide financial support to events that serve a political purpose or are sponsored by political organizations. The City has sole discretion to determine whether an event is political in nature.
- Grantee shall conduct background checks for all of its volunteers and employees who work with minor children in relation to any project described in Grantee's Grant Proposal. To the extent applicable and if requested, Grantee shall provide the City certification that it has complied with this requirement prior to the receipt of Grant Funds.

- As a...
- ... condition of eligibility, I shall provide all required financial documentation at the time of application submission. Applications lacking required documentation shall be deemed incomplete and may not be considered for funding.
- I acknowledge I have submitted a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses, if my event is recurring.
- I acknowledge I have submitted financial statements for the two (2) most recently completed fiscal years that are complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

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<b>Name:</b>	Alyssa Schneiders
<b>Last Update</b>	2026-04-01 10:24:05
<b>Start Time</b>	2026-04-01 09:55:37
<b>Finish Time</b>	2026-04-01 10:24:05
<b>IP</b>	76.219.193.16
<b>Browser</b>	Chrome
<b>Device</b>	Desktop
<b>Referrer</b>	<a href="https://www.newportbeachca.gov/">https://www.newportbeachca.gov/</a>

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Volleyball NB, Inc.  
**Profit & Loss**  
January through December 2025

	<u>Jan - Dec 26</u>	<u>Jan - Dec 25</u>	
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Contributions	1,012,392.50	541,619.56	Pre-committed + prior year external + projected beach pro tour income
<b>Total Income</b>	<u>1,012,392.50</u>	<u>541,619.56</u>	
<b>Expense</b>			
<b>Business Expenses</b>			
CA Coastal Commission	382.00	382.00	
City of Newport Beach	6,946.64	6,946.64	
Department of Justice	100.00	75.00	
Insurance	300.00	292.00	
Marketing	58,823.71	17,486.80	Includes \$50,000 base + Beach pro tour projected
<b>Total Business Expenses</b>	<u>66,552.35</u>	<u>25,182.44</u>	
<b>Contract Services</b>			
Legal Fees	5,000.00	4,965.40	
<b>Total Contract Services</b>	<u>5,000.00</u>	<u>4,965.40</u>	
<b>Donation</b>			
Golden Sands VB	0.00	7,500.00	
OC Youth Sports Foundation	0.00	20,000.00	
<b>Total Donation</b>	<u>0.00</u>	<u>27,500.00</u>	
<b>Facilities and Equipment</b>			
Equip Rental and Maintenance	200,000.00	160,912.65	
<b>Total Facilities and Equipment</b>	<u>200,000.00</u>	<u>160,912.65</u>	
Miscellaneous	0.00	-0.02	
<b>Operations</b>			
Accommodation	160,123.00		Beach Pro tour projected
Announcer	2,500.00	2,500.00	
Catering	101,470.00		Beach Pro tour projected
Competition Director	15,000.00	15,000.00	
Consultant	1,000.00	1,000.00	
Hospitality	11,073.73	11,073.73	
Operations Staff	9,975.00	9,975.00	
Player	275,000.00	271,337.92	
Project Manager	7,500.00	7,500.00	
Security	2,360.00	2,360.00	
Supplies	500.00	500.00	
Uniforms	781.02	781.02	
<b>Total Operations</b>	<u>587,282.75</u>	<u>322,027.67</u>	
<b>Total Expense</b>	<u>858,835.10</u>	<u>540,588.14</u>	
<b>Net Ordinary Income</b>	<u>153,557.40</u>	<u>1,031.42</u>	
<b>Net Income</b>	<u><u>153,557.40</u></u>	<u><u>1,031.42</u></u>	

Volleyball NB, Inc.  
General Ledger  
As of December 31, 2024

	Type	Date	Num	Name	Amount
<b>Business Expenses</b>					
<b>CA Coastal Commission</b>					
	Check	07/08/2024		California Coastal Commission	382.00
Total CA Coastal Commission					382.00
<b>City of Newport Beach</b>					
	Check	07/08/2024		City of Newport Beach	218.00
	Check	07/08/2024		City of Newport Beach	1,098.00
	Check	10/14/2024	155	City of Newport Beach	565.14
	Check	11/21/2024	233	City of Newport Beach	5,065.50
Total City of Newport Beach					6,946.64
<b>Department of Justice</b>					
	Check	11/04/2024	226	Department of Justice	100.00
Total Department of Justice					100.00
<b>Insurance</b>					
	Check	07/26/2024		CPH Liability Insurance	292.00
				Projected increase	8.00
Total Insurance					300.00
<b>Marketing</b>					
	Check	09/24/2024	151	Rachelle Zapanta	325.00
	Check	09/27/2024	153	Case Communications	1,000.00
	Check	10/21/2024	157	Rachelle Zapanta	325.00
	Check	10/21/2024	157	Rachelle Zapanta	22.50
	Check	10/21/2024	157	Rachelle Zapanta	14.97
	Check	11/04/2024		Mckibbin Brothers	11,500.00
	Check	11/14/2024	230	Martin Family Trust	0.00
	General Journal	11/14/2024	6	Martin Family Trust	1,799.33
	General Journal	12/03/2024	6R	Martin Family Trust	-1,799.33
	Check	12/03/2024	234	MFT Newport Beach	1,799.33
	Check	12/05/2024	236	714 Media	0.00
	General Journal	12/05/2024	8	714 Media	2,500.00
	General Journal	12/19/2024	8R	714 Media	-2,500.00
	Check	12/19/2024	237	714 Media	2,500.00
				Projected increase	32,513.20
				Beach Pro Tour	8,823.71
Total Marketing					58,823.71
Total Business Expenses					66,552.35
<b>Contract Services</b>					
<b>Legal Fees</b>					
	Check	01/16/2024		Tovella Dowling	522.50
	Check	06/04/2024		Tovella Dowling	3,308.50
	Check	07/15/2024		Tovella Dowling	133.90
	Check	09/16/2024		Tovella Dowling	194.00
	Check	10/15/2024		Tovella Dowling	327.50
	Check	11/06/2024		Tovella Dowling	414.00
	Check	12/12/2024		Tovella Dowling	65.00
				Projected increase	34.60
Total Legal Fees					5,000.00
Total Contract Services					5,000.00
<b>Donation</b>					
<b>Golden Sands VB</b>					
	Check	03/05/2024	147	Golden Sands Volleyball Foundation, Inc	0.00
Total Golden Sands VB					0.00
<b>OC Youth Sports Foundation</b>					
	Check	11/19/2024	231	Orange County Youth Sports Foundation	0.00
Total OC Youth Sports Foundation					0.00
Total Donation					0.00
<b>Facilities and Equipment</b>					
<b>Equip Rental and Maintenance</b>					
	Check	10/15/2024	156	Manhattan Beach Studios LLC	8,500.00
	Check	10/28/2024	158	Anthony Consulting Group	260.00
	Check	10/28/2024	158	Anthony Consulting Group	50.00
	Check	11/05/2024	227	Code Four	152,102.65
				Projected increase	39,087.35
Total Equip Rental and Maintenance					200,000.00
Total Facilities and Equipment					200,000.00
<b>Miscellaneous</b>					
	Deposit	10/11/2024		Bill.com	0.00
	Deposit	10/23/2024		Bill.com	0.00
Total Miscellaneous					0.00

Volleyball NB, Inc.  
General Ledger  
As of December 31, 2024

	Type	Date	Num	Name	Amount
<b>Operations</b>					
<b>Accomodation</b>					
	Check	10/28/2024	218	Beach Pro Tour	160,123.00
	Check	10/28/2024	219		
Total Accomodation					160,123.00
<b>Announcer</b>					
	Check	10/28/2024	218	Chris Geeter	1,500.00
	Check	10/28/2024	219	James Arico	1,000.00
Total Announcer					2,500.00
<b>Catering</b>					
	Check	11/07/2024	228	Beach Pro Tour	101,470.00
Total Catering					101,470.00
<b>Competition Director</b>					
	Check	11/07/2024	228	Steve Obradovich	15,000.00
Total Competition Director					15,000.00
<b>Consultant</b>					
	Check	10/28/2024	224	Megan Bergdorf	1,000.00
Total Consultant					1,000.00
<b>Hospitality</b>					
	Check	10/28/2024	159	Balboa Bay Resort	11,073.73
Total Hospitality					11,073.73
<b>Operations Staff</b>					
	Check	10/28/2024	158	Anthony Consulting Group	325.00
	Check	10/28/2024	210	Marty Suan	2,000.00
	Check	10/28/2024	211	Dave Chaney	800.00
	Check	10/28/2024	212	Pete Esqueda	800.00
	Check	10/28/2024	213	Rene Marcellus Simon	450.00
	Check	10/28/2024	214	Matt Levoe	400.00
	Check	10/28/2024	215	Brant Lee	400.00
	Check	10/28/2024	216	Felicia Sardella	400.00
	Check	10/28/2024	217	John Nuguyen	400.00
	Check	10/28/2024	220	Rich Lambourne	500.00
	Check	10/28/2024	221	Randy Stoklios	500.00
	Check	10/28/2024	222	Sirjin Smith	500.00
	Check	10/28/2024	223	Maria Barnes	0.00
	General Journal	10/28/2024	7	Maria Barnes	500.00
	Check	11/12/2024	229	Savannah Simo	2,000.00
	General Journal	12/03/2024	7R	Maria Barnes	-500.00
	Check	12/03/2024	235	Maria Barnes	500.00
Total Operations Staff					9,975.00
<b>Player</b>					
	Check	01/16/2024	146	Andy Benesh	2,000.00
	General Journal	04/08/2024	3R	Amy Ozee	-500.00
	Check	04/08/2024	149	Amy Ozee	500.00
	Check	10/10/2024	154	TKN Tandem LLC	3,337.92
	Check	10/28/2024	160	Evan Cory	7,000.00
	Check	10/28/2024	161	Hagen Smith	7,000.00
	Check	10/28/2024	162	Paul Lofman	7,000.00
	Check	10/28/2024	163	Cody Caldwell	2,000.00
	Check	10/28/2024	164	Allison Cerutti	0.00
	Check	10/28/2024	165	Robert Wyatt Harrison	7,000.00
	Check	10/28/2024	166	Taylor Crabb	10,000.00
	Check	10/28/2024	167	Taylor Sander	10,000.00
	Check	10/28/2024	168	Brendan Sander	0.00
	Check	10/28/2024	169	Phil Dalhausser	10,000.00
	Check	10/28/2024	170	Nicholas Lucena	10,000.00
	Check	10/28/2024	171	Trevor Crabb	2,000.00
	Check	10/28/2024	172	Sean Rosenthal	4,000.00
	Check	10/28/2024	173	Chase Budinger	4,000.00
	Check	10/28/2024	174	Nick Amado	4,000.00
	Check	10/28/2024	175	Jacob Gibb	4,000.00
	Check	10/28/2024	176	Sean Fallowfield	4,000.00
	Check	10/28/2024	177	Andy Benesh	2,000.00
	Check	10/28/2024	180	Eric Fonoi	4,000.00
	Check	10/28/2024	181	David Lee	4,000.00
	Check	10/28/2024	182	Miles Evans	4,000.00
	Check	10/28/2024	183	Chaim Schalk Beach Volleyball, LLC	4,000.00
	Check	10/28/2024	184	James Shaw	4,000.00
	Check	10/28/2024	185	Miles Partain	2,000.00

Volleyball NB, Inc.  
**General Ledger**  
As of December 31, 2024

Type	Date	Num	Name	Amount
Check	10/28/2024	186	TKN Tandem LLC	7,000.00
Check	10/28/2024	187	TKN Tandem LLC	7,000.00
Check	10/28/2024	188	Savannah Simo	7,000.00
Check	10/28/2024	189	Abby Van Winkle	7,000.00
Check	10/28/2024	190	Zana Mieno	7,000.00
Check	10/28/2024	191	Kylie Kuyava-DeBerg	2,000.00
Check	10/28/2024	192	Geena Urango	10,000.00
Check	10/28/2024	193	Toni Rodriguez	10,000.00
Check	10/28/2024	194	Carli Lloyd	10,000.00
Check	10/28/2024	195	Megan Rice	10,000.00
Check	10/28/2024	196	Charlie Ekstrom	10,000.00
Check	10/28/2024	197	Betsi Flint	2,000.00
Check	10/28/2024	198	Kelly Cheng	4,000.00
Check	10/28/2024	199	Brandie Wilkerson	4,000.00
Check	10/28/2024	200	Jaden Whitmarsh	4,000.00
Check	10/28/2024	201	Devon Newberry	4,000.00
Check	10/28/2024	202	Julia Scoles	2,000.00
Check	10/28/2024	203	Molly Shaw	4,000.00
Check	10/28/2024	204	Emily Day, Inc.	4,000.00
Check	10/28/2024	205	Kahlee York	4,000.00
Check	10/28/2024	206	Devanne Sours	4,000.00
Check	10/28/2024	207	Carly Kan	4,000.00
Check	10/28/2024	208	Xelani Hodel	0.00
Check	10/28/2024	209	Hailey Nicole Harward	2,000.00
General Journal	10/28/2024		Allison Cerutti	7,000.00
General Journal	10/28/2024	5	Brendan Sander	10,000.00
General Journal	10/28/2024	9	Xelani Hodel	4,000.00
General Journal	11/04/2024	4R	Allison Cerutti	-7,000.00
Check	11/04/2024	225	Allison Cerutti	7,000.00
General Journal	11/19/2024	5R	Brendan Sander	-10,000.00
Check	11/19/2024	232	Brendan Sander	10,000.00
			Contingency	<u>3,662.08</u>
Total Player				275,000.00
<b>Project Manager</b>				
Check	10/28/2024	158	Anthony Consulting Group	<u>7,500.00</u>
Total Project Manager				7,500.00
<b>Security</b>				
Check	10/16/2024		Elite Guard	<u>2,360.00</u>
Total Security				2,360.00
<b>Supplies</b>				
Check	10/28/2024	158	Anthony Consulting Group	<u>500.00</u>
Total Supplies				500.00
<b>Uniforms</b>				
Check	10/21/2024		Newport BCC Retail	<u>781.02</u>
Total Uniforms				781.02
Total Operations				<u>587,282.75</u>
<b>TOTAL</b>				<u><b>858,835.10</b></u>

2025 Beach Pro Tour - Newport Beach - Profit & Loss for Eagle Four Partners

15%

INCOME			
Type	Projected Max	Actual	Notes
Ticket Sales	\$ 54,700.00	\$ 46,495.00	GA grandstand seating max opportunities projection
VIP Packages	\$ 136,350.00	\$ 115,897.50	VIP package max opportunities projection
Sponsorship	\$ -		Awaiting sponsorship packageing opportunites (% given to VW for select items)
Merchandise	\$ -		Awaiting any merchandising options
<b>Total</b>	<b>\$ 191,050.00</b>	<b>\$ 162,392.50</b>	

EXPENSES			
Type	Projected	Actual	Notes
Venue & Site	\$ -		Need to include quote costs from Code Four (subtract \$153K (LY for 4-Man), that's the additional for the Elite 16)
Accommodation	\$ 160,123.00		Confirmed expenses projected
Catering	\$ 101,470.00		Almost full projection, awaiting staffing and water costs
Event Management	\$ -		Awaiting staffing and Code Four costs
Marketing	\$ 8,823.71		Awaiting marketing/comms company quote for costs
<b>Total</b>	<b>\$ 270,416.71</b>		

PROJECTED INCOME	\$ 191,050.00	
PROJECTED EXPENSES	\$ 270,416.71	
15% Contingency	\$ 40,562.51	(A little safety net for miscellaneous expenses, can be ammended)
TOTAL EXPENSES	\$ 310,979.22	
<b>BALANCE</b>	<b>\$ (119,929.22)</b>	

2025 Beach Pro Tour - Newport Beach - Income for Eagle Four Partners

Eagle Four

TICKET SALES				
Section	Projected Max	Actual	Description	Notes
GA Grandstands	\$ 5,400.00		Tuesday - Qualifier	\$15 day pass x 360, fill with free school kids
GA Grandstands	\$ 5,400.00		Wednesday - Pool Play	\$15 day pass x 360, fill with free school kids
GA Grandstands	\$ 5,400.00		Thursday - Pool Play	\$15 day pass x 360, fill with free school kids
GA Grandstands	\$ 4,950.00		Friday - Round of 12	\$15 Round of 12 (4-match pass 9:00 AM - 1:00 PM) x 330
GA Grandstands	\$ 6,600.00		Friday - Quarter Finals	\$20 Quarter Finals (4-match pass 1:00 PM - 5:00 PM) x 330
GA Grandstands	\$ 4,650.00		Saturday - Semi-Finals (M)	\$15 Men's Semi-Finals (2-match pass 9:00 AM - 11:00 AM) x 310
GA Grandstands	\$ 4,650.00		Saturday - Semi-Finals (W)	\$15 Women's Semi-Finals (2-match pass 11:00 AM - 1:00 PM) x 310
GA Grandstands	\$ 6,200.00		Saturday - Finals (M)	\$20 Men's Bronze & Gold (2-match pass 1:00 PM - 3:00 PM) x 310
GA Grandstands	\$ 6,200.00		Saturday - Finals (W)	\$20 Women's Bronze & Gold (2-match pass 3:00 PM - 5:00 PM) x 310
GA All Sessions	\$ 5,250.00		Access to All Sessions	\$105 x 50
<b>Totals</b>	<b>\$ 54,700.00</b>	<b>\$ -</b>		

VIP Packages				
Section	Projected Max	Actual	Description	Notes
VIP Day	\$ 22,400.00		Tuesday - Qualifier	\$15 ticket fee + \$75 catering + 25% x 200
VIP Day	\$ 22,400.00		Wednesday - Pool Play	\$15 ticket fee + \$75 catering + 25% x 200
VIP Day	\$ 22,400.00		Thursday - Pool Play	\$15 ticket fee + \$75 catering + 25% x 200
VIP Day	\$ 26,400.00		Friday - Quarters	\$30 ticket fee + \$75 catering + 25% x 200
VIP Day	\$ 29,000.00		Saturday - Finals	\$40 ticket fee + \$75 catering + 25% x 200
VIP All Sessions	\$ 13,750.00		Access to All Sessions	\$275 x 50
<b>Totals</b>	<b>\$ 136,350.00</b>	<b>\$ -</b>		

SPONSORSHIP				
Section	Projected Max	Actual	Description	Notes
Title Sponsor				
Sponsor Tents				
Sponsor Ball Stopper				
Sponsor LED				
Sponsor ?				
Sponsor ?				
<b>Totals</b>	<b>\$ -</b>	<b>\$ -</b>		

MERCHANDISE				
Section	Projected Max	Actual	Description	Notes
T-Shirt ?				
Hoodie ?				
Hat ?				
Drinkware ?				
<b>Totals</b>	<b>\$ -</b>	<b>\$ -</b>		

**2025 Beach Pro Tour - Newport Beach - Expenses for Eagle Four Partners**

As pulled via the MOU

Code Four
Eagle Four
Marketing Co.

VENUE AND SITE				
Section	Projected	Actual	Description	Notes
Staffing			Event venue and site staffing (Code Four)	Sunday to Saturday extension of 4-Man plan
Permits			Site permitting that adheres to local regulations, code and compliance, health and safety, and incident management	Sunday to Sunday permit and coverage
Permits			Drone permit	Tuesday to Saturday
Plans			Site plans (AutoCAD) and preparation	Shared cost with 4-Man
Build - Site			Site build including infrastructure, equipment, some covered seating, grandstands (covered in black where needed), branding, and courts (competition (x2) and warm-up (x2))	Sunday to Saturday extension of 4-Man plan
Build - Site			DJ & MC area and cover/protection for all weather (rain and sun). The area must be visible to all fans – Must be located on Camera 1 or Camera 2 side	Sunday to Saturday extension of 4-Man plan
Build - Site			Sound, light, and video projection towers, as needed	Sunday to Saturday extension of 4-Man plan
Build - Site			Media center (1 tent)	
Build - Site			FIVB/VW/LOC Office (1 tent, 1 offsite location with access to printer)	1 tent onsite, Eagle Four Office and Hotel Business Center
Build - Site			Ticketing including a box office/accreditation/information area (1 tent)	Ticket Socket service is sponsored
Build - Site			Athlete-only area (1 tent)	
Build - Site			Referees area (1 tent)	
Build - Site			Back-of-house (1 tent)	
Build - Site			Catering area (1 tent)	
Build - Site			Athlete medical (1 tent)	
Build - Site			Separate back of house toilets for Athletes / Medical Staff / Officials & Referees / Event Staff (one per gender), also used for anti-doping area (two toilets, one per gender)	
Build - Site			Accessibility seating area	
Build - Courts			Set-up of the competition area in accordance with the FIVB Official Beach Volleyball Rules, exactly as per FIVB specifications and measurements, a playing area of minimum 26m to maximum 28m X minimum 18m to maximum 20m and no obstruction lower than 12.5m must be set up	
Operations			Site operations including power, IT, asset management, facilities, crowd management, cleaning and security	
Operations			Ice (approximately 4400 lbs/2,000 kg)	
Operations			Wet down of FOP sand for all competition and warm-up courts, if needed	
Operations	\$ -	\$ -	Access to public showers	Public showers already near site
Operations	\$ -	\$ -	General first-aid services	Access to Lifeguards
Power			Shore or existing power sources, silent-run generators where needed	
Power			For broadcasting it is required to have 2 x 10/16 Amps mono phase circuits terminated with female power outlets on Central Court and Court 2, 1 at the Main Camera position, 1 at the Scouting camera position	
Power			1 x 10/16 Amps mono phase circuits terminated with female power outlets on Courts 3 and 4 at the Scouting camera position	
Power			One UPS per court of 1 - 1.5KVA each able to sustain a load of average 500 W for 30 minutes	
<b>Totals</b>	<b>\$ -</b>	<b>\$ -</b>		

ACCOMMODATION				
Section	Projected	Actual	Description	Notes
Staffing	\$ 2,500.00		Accommodation and logistics staffing	Alyssa to be the point person for all things hotel related (\$0), two drivers needed daily from 6 AM - 6 PM (\$250 day rate x 2 drivers x 5 days)
Hotel	\$ 154,623.00		Hotel rooms for identified staff and athletes, Hyatt hotel policy for cancellations and adjustments apply	597 room block
Hotel	\$ -		Breakfast included*	Included into catering breakdown, need to confirm option for grab and go style approximately \$20 per person at hotel (\$20 x 692)
Shuttle	\$ 3,000.00		Ground transportation to and from the event site and the hotel for athletes and event staff staying at the Hyatt group booking room block	2 x 15 passenger vans, rental Monday at noon to Sunday at noon (\$1500 a week x 2 vans)
<b>Totals</b>	<b>\$ 160,123.00</b>	<b>\$ -</b>		

CATERING				
Section	Projected	Actual	Description	Notes

Staffing			Catering staffing	To plan with Mario, hotel, Alyssa, may need to hire someone to float mostly with VIP and checking all-site catering is good (VIP/Hospitality Coordinator)
Meals	\$ 45,220.00		Meals (breakfast, lunch and dinner) for identified staff and athletes	See catering budget breakdown*
Meals	\$ 56,250.00		VIP hospitality package (not included in MOU specifically)	\$25 x 3 meals per day x 250 per day x 5) (Estimate and to be offset by sales)
Water			Drinking water must be provided for all people working at the venue starting from day 1 of load in, including training (at competition venue or training venue) and competition	Do we have a water sponsor? If not I think we get one
<b>Totals</b>	<b>\$ 101,470.00</b>	<b>\$ -</b>		

EVENT MANAGEMENT				
Section	Projected	Actual	Description	Notes
Staffing			Manage the complete operational staffing of the event including an event organizational chart with key event personal	TBC with Megan
Staffing	\$ -		Coordinate with Volleyball World	TBC with Megan
Staffing	\$ -		Coordinate with USAV	TBC with Megan
Awards			Award podium	
Awards			Awards table and tablecloth	
Awards			Awards trays (at least 2)	
Awards			Ropes/Queue barriers for media (15 ft/5m)	
Asset Management			75 square metres available for storage and a shipping and receiving office	
Asset Management	\$ -		Logging shipping items received and returned	TBC with Megan
Security			Contract a licensed security company for 24 hours a day from the beginning of load-in to the end of load-out	
Communications			Radio communication within the entire site, 15 radios with 12 channels per radio minimum	
Sponsorship			VW and FIVB commercial partners tent (1)	1 Mikasa tent with table and chairs
Sponsorship	\$ -		Will refer to the Hosting Contract for the Commercial Rights Matrix and the LED Running Order and gain written approval from VW Commercial department before entering into any sponsorship agreement	
<b>Totals</b>	<b>\$ -</b>	<b>\$ -</b>		

MARKETING				
Section	Projected	Actual	Description	Notes
Staffing			Marketing staffing	Contracted company
Ticketing	\$ -		Create seating plans and ticket scaling (ie. general admission, assigned seating, courtside experiences, VIP areas and VIP packages)	Sponsored by TicketSocket
Ticketing	\$ 8,823.71		Sell tickets (Ticket Socket)	A percentage or flat rate will apply for each ticket sold (either \$1.50 minimum or 3.5% per ticket) GA max is \$4856.40, VIP max is \$3967.31
Ticketing	\$ -		Provide ticket sales data to Volleyball World following the completion of the event	
Signage			Wayfinding signage	
Branding	\$ -		Provide Space for the set up of a VW Merch (1 tent)	
Branding	\$ -		Assets adaptation for local communications in line with the provided guidelines as part of the Toolbox	
Branding	\$ -		Align on the approval process before releasing communication assets to the consumer	
Branding	\$ -		Deployment of communications in line with the overall campaign/ promotional plan	
Branding	\$ -		Alignment with the campaign/tournament phasing to maximize impact and fans engagement	
Branding	\$ -		Share local promotional plan and key touchpoints based on campaign/promotion guidelines provided in the Toolbox	
Branding	\$ -		Share local communication opportunities to be used internationally	
Photographer			1 local photographer	
<b>Totals</b>	<b>\$ 8,823.71</b>	<b>\$ -</b>		

Volleyball NB, Inc.  
**General Ledger**  
As of December 31, 2024

	Type	Name	Amount
<b>Business Expenses</b>			
<b>CA Coastal Commission</b>			
	Check	California Coastal Commission	382.00
Total CA Coastal Commission			382.00
<b>City of Newport Beach</b>			
	Check	City of Newport Beach	218.00
	Check	City of Newport Beach	1,098.00
	Check	City of Newport Beach	565.14
	Check	City of Newport Beach	5,065.50
Total City of Newport Beach			6,946.64
<b>Department of Justice</b>			
	Check	Department of Justice	75.00
Total Department of Justice			75.00
<b>Insurance</b>			
	Check	CPH Liability Insurance	292.00
Total Insurance			292.00
<b>Marketing</b>			
	Check	Rachelle Zapanta	325.00
	Check	Case Communications	1,000.00
	Check	Rachelle Zapanta	325.00
	Check	Rachelle Zapanta	22.50
	Check	Rachelle Zapanta	14.97
	Check	Mckibbin Brothers	11,500.00
	Check	Martin Family Trust	0.00
	General Journal	Martin Family Trust	1,799.33
	General Journal	Martin Family Trust	-1,799.33
	Check	MFT Newport Beach	1,799.33
	Check	714 Media	0.00
	General Journal	714 Media	2,500.00
	General Journal	714 Media	-2,500.00
	Check	714 Media	2,500.00
Total Marketing			17,486.80
Total Business Expenses			25,182.44
<b>Contract Services</b>			
<b>Legal Fees</b>			
	Check	Tovella Dowling	522.50
	Check	Tovella Dowling	3,308.50
	Check	Tovella Dowling	133.90
	Check	Tovella Dowling	194.00
	Check	Tovella Dowling	327.50
	Check	Tovella Dowling	414.00
	Check	Tovella Dowling	65.00
Total Legal Fees			4,965.40
Total Contract Services			4,965.40
<b>Donation</b>			
<b>Golden Sands VB</b>			
	Check	Golden Sands Volleyball Foundation, Inc	7,500.00
Total Golden Sands VB			7,500.00
<b>OC Youth Sports Foundation</b>			
	Check	Orange County Youth Sports Foundation	20,000.00
Total OC Youth Sports Foundation			20,000.00
Total Donation			27,500.00

Volleyball NB, Inc.  
**General Ledger**  
As of December 31, 2024

	Type	Name	Amount
<b>Facilities and Equipment</b>			
<b>Equip Rental and Maintenance</b>			
	Check	Manhattan Beach Studios LLC	8,500.00
	Check	Anthony Consulting Group	260.00
	Check	Anthony Consulting Group	50.00
	Check	Code Four	152,102.65
Total Equip Rental and Maintenance			<u>160,912.65</u>
Total Facilities and Equipment			160,912.65
<b>Miscellaneous</b>			
	Deposit	Bill.com	-0.01
	Deposit	Bill.com	-0.01
Total Miscellaneous			<u>-0.02</u>
<b>Operations</b>			
<b>Announcer</b>			
	Check	Chris Geeter	1,500.00
	Check	James Arico	1,000.00
Total Announcer			<u>2,500.00</u>
<b>Competition Director</b>			
	Check	Steve Obradovich	15,000.00
Total Competition Director			<u>15,000.00</u>
<b>Consultant</b>			
	Check	Megan Bergdorf	1,000.00
Total Consultant			<u>1,000.00</u>
<b>Hospitality</b>			
	Check	Balboa Bay Resort	11,073.73
Total Hospitality			<u>11,073.73</u>
<b>Operations Staff</b>			
	Check	Anthony Consulting Group	325.00
	Check	Marty Suan	2,000.00
	Check	Dave Chaney	800.00
	Check	Pete Esqueda	800.00
	Check	Rene Marcellus Simon	450.00
	Check	Matt Levoe	400.00
	Check	Brant Lee	400.00
	Check	Felicia Sardella	400.00
	Check	John Nuguyen	400.00
	Check	Rich Lambourne	500.00
	Check	Randy Stoklos	500.00
	Check	Sinjin Smith	500.00
	Check	Maria Barnes	0.00
	General Journal	Maria Barnes	500.00
	Check	Savannah Simo	2,000.00
	General Journal	Maria Barnes	-500.00
	Check	Maria Barnes	500.00
Total Operations Staff			<u>9,975.00</u>
<b>Player</b>			
	Check	Andy Benesh	2,000.00
	General Journal	Amy Ozee	-500.00
	Check	Amy Ozee	500.00
	Check	TKN Tandem LLC	3,337.92
	Check	Evan Cory	7,000.00
	Check	Hagen Smith	7,000.00

Volleyball NB, Inc.  
**General Ledger**  
As of December 31, 2024

Type	Name	Amount
Check	Paul Lofman	7,000.00
Check	Cody Caldwell	2,000.00
Check	Allison Cerutti	0.00
Check	Robert Wyatt Harrison	7,000.00
Check	Taylor Crabb	10,000.00
Check	Taylor Sander	10,000.00
Check	Brendan Sander	0.00
Check	Phil Dalhausser	10,000.00
Check	Nicholas Lucena	10,000.00
Check	Trevor Crabb	2,000.00
Check	Sean Rosenthal	4,000.00
Check	Chase Budinger	4,000.00
Check	Nick Amado	4,000.00
Check	Jacob Gibb	4,000.00
Check	Sean Fallowfield	4,000.00
Check	Andy Benesh	2,000.00
Check	Eric Fono	4,000.00
Check	David Lee	4,000.00
Check	Miles Evans	4,000.00
Check	Chaim Schalk Beach Volleyball, LLC	4,000.00
Check	James Shaw	4,000.00
Check	Miles Partain	2,000.00
Check	TKN Tandem LLC	7,000.00
Check	TKN Tandem LLC	7,000.00
Check	Savannah Simo	7,000.00
Check	Abby Van Winkle	7,000.00
Check	Zana Mieno	7,000.00
Check	Kylie Kuyava-DeBerg	2,000.00
Check	Geena Urango	10,000.00
Check	Toni Rodriguez	10,000.00
Check	Carli Lloyd	10,000.00
Check	Megan Rice	10,000.00
Check	Charlie Ekstrom	10,000.00
Check	Betsi Flint	2,000.00
Check	Kelly Cheng	4,000.00
Check	Brandie Wilkerson	4,000.00
Check	Jaden Whitmarsh	4,000.00
Check	Devon Newberry	4,000.00
Check	Julia Scoles	2,000.00
Check	Molly Shaw	4,000.00
Check	Emily Day, Inc.	4,000.00
Check	Kahlee York	4,000.00
Check	Devanne Sours	4,000.00
Check	Carly Kan	4,000.00
Check	Xelani Hodel	0.00
Check	Hailey Nicole Harward	2,000.00
General Journal	Allison Cerutti	7,000.00
General Journal	Brendan Sander	10,000.00
General Journal	Xelani Hodel	4,000.00
General Journal	Allison Cerutti	-7,000.00
Check	Allison Cerutti	7,000.00
General Journal	Brendan Sander	-10,000.00
Check	Brendan Sander	10,000.00

Volleyball NB, Inc.  
**General Ledger**  
 As of December 31, 2024

	<u>Type</u>	<u>Name</u>	<u>Amount</u>
Total Player			271,337.92
<b>Project Manager</b>			
	Check	Anthony Consulting Group	7,500.00
Total Project Manager			7,500.00
<b>Security</b>			
	Check	Elite Guard	2,360.00
Total Security			2,360.00
<b>Supplies</b>			
	Check	Anthony Consulting Group	500.00
Total Supplies			500.00
<b>Uniforms</b>			
	Check	Newport BCC Retail	781.02
Total Uniforms			781.02
Total Operations			322,027.67
<b>TOTAL</b>			<u><u>#REF!</u></u>

## **2026 Newport Beach 4-Man Volleyball Invitation**

### **Event Dates**

October 2026

### **Media Impressions**

This event will be advertised in local media, and throughout Southern California (and the greater volleyball community).

### **Total Participants**

Approximately 32 Professional Volleyball Players, and 300-500 Spectators

### **Impact on Businesses**

This community event will bring in hundreds of spectators and professional volleyball players that will use local restaurants and businesses. This event will have a positive impact on Newport Beach businesses and is supported by the business community.

### **Portion of Money Raised**

This event is sponsored and financially supported by Newport Beach businesses, including, but not limited to the Balboa Bay Club, VEA Newport Beach, Pendry Newport Beach, Dory's Deli, Super Panga, Stag Bar, Muldoon's and Malarky's.

### **Brief Description of Event**

Our charity Volleyball Tournament is scheduled to be held on the beach in front of Blackies and north of the Newport Pier. Any funds raised will be donated to local youth volleyball and nonprofits. We anticipate using two parking spaces in the adjacent beach parking lot for logistical purposes. There may be limited amplified sound associated with the announcer of the volleyball matches, and other related tournament entertainment.

### **Signature Event Criteria**

This event will deliver substantive and measurable economic benefits to the City and its businesses. The event organizers live in the City and have successful businesses in the City, and they will use their contacts and acumen to market and implement the event. This event, along with similar events like polo on the beach, is helping to enhance the quality of life for Newport Beach residents. This event attracts top players and spectators from Newport Beach, Southern California, and the Nation. This event showcases Newport Beach as a destination and a desirable place to live, visit, work and recreate. The event directly benefits and promotes Newport Beach businesses and is promoted by some of the most responsible business owners in the City. The event organizers will work with the City following the event to show the substantive and measurable economic benefits to the City.

**SIGNATURE EVENT APPLICATION**

Komen Orange County MORE THAN PINK Walk

## Special Event Support Application - Signature Events

Reference #	17952173
Status	Complete
Name of Applicant Organization:	Susan G. Komen Foundation
First Name	Jackiee
Last Name	Van Maanen
Title / Affiliation:	Sr. Development Director, Southland Walk Events
Full Mailing Address of Organization:	13770 Noel Road Suite 801889 Dallas, TX 75380
Phone Number	9496172618
Email Address	<a href="mailto:jvanmaanen@komen.org">jvanmaanen@komen.org</a>
Type of Nonprofit Entity:	Foundation
State of California Entity Number (if applicable):	75-1835298
Signatory 1 - Name	Catherine Olivieri
Signatory 1 - Title	Any Vice President
Signatory 2 - Name	Ria Williams
Signatory 2 - Title	Chief Financial Officer
Entity Address (if different from mailing address):	13770 Noel Road Suite 801889 Dallas, TX 75380
Name of Event:	Susan G. Komen MORE THAN PINK Walk
Event Date(s):	9/27/2026
Is this an annual event?	yes
Event location(s)/venue(s) in Newport Beach:	Pacific Life Insurance Company at Fashion Island - Newport Beach, CA
Is at least 51 percent of this event - in its entirety - within Newport Beach?	Yes

Type of event (Check one):	Community
Total Attendees (Spectators + Participants)	10000
Have you held this event before?	Yes
If yes, what years?	We celebrate 35 years this September
Have you previously received City support for this or any other event sponsored by your organization?	Yes
If yes, please list the event(s) and year(s):	35 years
Approximate impact on Newport Beach businesses:	Businesses with a presence in Newport Beach—and across Orange County—also benefit from the goodwill generated through the sustained media exposure surrounding the campaign. Over the course of several months, this visibility reinforces Newport Beach as the home of the MORE THAN PINK Walk, strengthening community connection.
Media Impressions:	ABC7 is our media partner again for 2026 and will be covering the event.
Please list any fees charged to the public entering the event as a participant or as a spectator.	Our event is free to the public.
Portion of money raised or made donated:	100%
Describe what, if any, portion of the event is FREE to the public.	The entire event is free to the public.
What is the total expenditure budget specifically for this event?	210,527
What is the total anticipated gross revenue specifically from this event?	805,000
To be eligible to receive City support, the applicant must demonstrate that the event is not financially dependent on receiving City grant funds. How will receiving a grant from the City of	Receiving a grant from the City of Newport Beach would significantly elevate the impact of the Susan G. Komen MORE THAN PINK Walk. This generous support allows us to enhance the

**Newport Beach help to elevate the overall event?** overall participant experience, deepen community engagement, and expand awareness in the fight against breast cancer.

With these funds, we can invest in improved event logistics, safety measures, and on-site amenities—ensuring the Walk is accessible, welcoming, and meaningful for all who attend. It also enables us to broaden our outreach efforts, bringing together more survivors, thrivers, and supporters from across the region.

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**Brief Description of Event (150-word maximum):** The Susan G. Komen MORE THAN PINK Walk (MTPW) is the world’s largest education and fundraising event dedicated to breast cancer. It serves as an annual call to action—uniting the community, inspiring advocacy, and driving critical funds for life-saving research and patient care.

Each year, participants from across Orange County and beyond gather on the last Sunday of September. In 2026, the Walk will again take place at Pacific Life Insurance Company’s Newport Beach campus, serving as the hub for registration, health education, and a meaningful survivor tribute.

The 5K route travels along Newport Center Drive and surrounding streets, circling Fashion Island and creating a highly visible, community-centered experience. This event also serves as a large-scale education platform—reaching 10,000–12,000 participants with vital breast health information, promoting early detection, and raising awareness around access to care and health equity that ultimately saves lives.

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**Indicate any anticipated impacts the event will** • Road closures

have:

- Traffic control
- Amplified sound
- Occur on public property (parks, streets, sidewalks)
- Parking

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**In 250 words or less, explain how your event will meet or exceed any or all of the Signature Event Evaluation Criteria (see Special Event Support Program Overview):**

Fashion Island has served as the central hub of the MORE THAN PINK Walk for more than 30 years, and this longstanding tradition highlights Newport Center and Fashion Island as one of Newport Beach’s premier commercial, retail, and residential destinations.

Each September, the influx of thousands of participants on Walk day brings a powerful and uplifting energy to the community—truly “food for the spirit.” Breast cancer does not impact just the individual diagnosed; it touches every relationship—spouses, siblings, parents, children—and extends into our workplaces and communities. It knows no boundaries of age, race, ethnicity, or economic status.

The City of Newport Beach can take great pride in supporting its residents as they come together in this collective fight to save lives, while also honoring and celebrating those who are surviving and thriving beyond breast cancer.

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**The request for City support must include a list of other City entities or groups (e.g., City Arts Commission, a Business Improvement District, Library support group, etc.) from which the applicant is seeking financial support. Are you seeking financial support from other City entities?**

No

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**Attach Statement of Information:**

[MTPW\\_Sponsor\\_Letter\\_with\\_Proposal\\_Summary\\_CNB2026.pdf \(158 KB\)](#)

Please attach a copy of the complete event budget showing this years projected revenues and expenditures.

[FY27\\_MTPW\\_CA301\\_Budget\\_CNBBGrant.docx](#)  
(31 KB)

For recurring events, please attach a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses.

[FY26\\_MTPW\\_CA301\\_Budget\\_CNBBGrant\\_.docx](#)  
(31 KB)

Item #116

[FY25\\_MTPW\\_CA301\\_Budget\\_.docx](#) (49 KB)

Attach the proposed measurable objectives and performance measures for the event.

[FY27\\_MTPW\\_CA301\\_Budget\\_CNBBGrant.docx](#)  
(31 KB)

As your organization's representative, please verify the below by checking the corresponding boxes and then type your name in the field below.

- I acknowledge that submission of this application does not guarantee the event will receive City support.
- I have read the updated City of Newport Beach Special Event Support Program Overview, including the eligibility, qualification and evaluation criteria.
- I have attached a complete event budget showing anticipated revenue and expenses.  
Note: Your application will be deemed incomplete if a budget is not included with your application.
- I acknowledge that, if awarded funding, my organization will have to enter into a grant agreement with the City.
- I acknowledge that the City reserves the right to audit Grantee's accounting procedures and internal controls of Grantee's financial systems, and to examine any cost, revenue, payment, claim, other records or supporting documentation resulting from any items set forth in this Agreement. This audit right expressly extends to all financial records of the Grantee, whether or not they relate solely to the Grant Proposal or Grant Funds. Any such audit(s) shall be undertaken by City or its

representative(s) at mutually agreed upon reasonable times and in conformance with generally accepted auditing standards. Grantee agrees to fully cooperate with any such audit(s).

- I acknowledge the City will not provide financial support to events that serve a political purpose or are sponsored by political organizations. The City has sole discretion to determine whether an event is political in nature.
- Grantee shall conduct background checks for all of its volunteers and employees who work with minor children in relation to any project described in Grantee's Grant Proposal. To the extent applicable and if requested, Grantee shall provide the City certification that it has complied with this requirement prior to the receipt of Grant Funds.
- As a...

- 
- ... condition of eligibility, I shall provide all required financial documentation at the time of application submission. Applications lacking required documentation shall be deemed incomplete and may not be considered for funding.
  - I acknowledge I have submitted a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses, if my event is recurring.
  - I acknowledge I have submitted financial statements for the two (2) most recently completed fiscal years that are complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

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**Name:**

Jackie Van Maanen

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**Last Update**

2026-04-17 13:10:08

<b>Start Time</b>	2026-04-17 11:43:29
<b>Finish Time</b>	2026-04-17 13:10:08
<b>IP</b>	165.162.43.52
<b>Browser</b>	Chrome
<b>Device</b>	Desktop
<b>Referrer</b>	<a href="https://www.newportbeachca.gov/">https://www.newportbeachca.gov/</a>



April 17, 2026

City of Newport Beach  
100 Civic Center Dr.  
Newport Beach, CA 92660

Dear City of Newport Beach,

Thank you for considering a partnership with Susan G. Komen®. As a follow up to our conversation, please accept the following partnership proposal for the 2026 **Orange County MORE THAN PINK Walk®**. The partnership will allow the City of Newport Beach to build upon its reputation as a community-focused city.

Nearly 44,000 people in the U.S. will lose their lives to breast cancer this year, and breast cancer is still the second leading cause of cancer death among women in the United States. Komen's Scientific Advisory Board estimates as many as one-third of breast cancer deaths could be avoided if all people had access to timely, high-quality care, which is unfortunately not the case for many in the U.S. today.

This is why Komen has an unmatched, comprehensive 360-degree approach to fighting this disease across all fronts and supporting millions of people in the U.S. We are the only breast cancer organization that **advocates** for patients, drives **research** breakthroughs, improves access to high-quality **care**, offers direct patient support and empowers people with trustworthy information.

Together, we will make a transformational impact on the breast cancer **community**. Partnering with Komen is more than a transaction. It's empowering people to take charge of their health.

Sponsoring the **MORE THAN PINK Walk** provides companies brand visibility and recognition among Komen's loyal supporters and their loved ones, engagement opportunities with your employees and helps to build a stronger connection with communities. This will also reinforce the partnership between Komen and the City of Newport Beach's commitment to our breast cancer community.

I look forward to collaborating with you to making this the best MORE THAN PINK Walk ever. Thank you for being a part of it.

Sincerely,

Jackie Van Maanen  
Sr. Development Director, Southland Walk Events  
[ivanmaanen@komen.org](mailto:ivanmaanen@komen.org)



## **MORE THAN PINK Walk Sponsorship**

Susan G. Komen is proud to highlight the incredible support of event partners through a variety of print & digital event materials, media placements, as well as through direct communication with over 16,000 local email subscribers and social media followers.

**As part of our robust partnership, Komen would like to recognize the City of Newport Beach through:**

### **Silver Sponsor**

**Proposed Amount \$10,000**

### **Marketing & Media Benefits**

- "Name presence on 1 event email (sponsor thank you) - Please note one email will be sent for all sponsors, not one email per sponsor."
- Logo/Link on Event Website- Sponsor Page
- Facebook Group- Logo/Name Recognition

### **Print & Promotional Materials**

- Name on T-Shirt

### **Event Day Benefits**

- Name recognition during event day activities
- On site activation of (1) 10'x10' footprint/exhibitor space with branding

### **Employee/Community Engagement Benefits**

- Opportunity to have Employee Corporate Team
- Opportunity to serve on event committee

### **Post-Event Benefits**

- Partner Impact Report delivered 30 days post Event

Susan G Komen  
 FY27 Budget Template  
 Operating Unit: Orange Cty Market (CA301)  
 Department: Race/Walk (1200)  
 Project: Total Projects (Total)  
 Account Description

Revenues	
Contributions - Individuals	\$ 680,000.00
Contributions - Coprorate	\$ -
Contributions - Matching	\$ -
Event Fees	\$ -
Sponsorship	\$ 125,000.00
<b>Contribution Income</b>	<b>\$ 805,000.00</b>

<b>Total Revenues</b>	<b>\$ 805,000.00</b>
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Expenses	
Contract labor	\$ 20,850.00
<b>Professional Fees</b>	<b>\$ 20,850.00</b>
Credit Card Processing Fees	\$ 15,320.00
On-Line Donor Database Fees	\$ 11,740.00
<b>Service Fees</b>	<b>\$ 27,060.00</b>
Rent	\$ 5,796.00
<b>Occupancy Expenses</b>	<b>\$ 5,796.00</b>
Airfare	\$ -
Lodging	\$ 2,728.00
Food/Entertainment - Travel	\$ -
Parking/Tolls	\$ 1,342.00
Other Travel and entertainment	\$ 111.00
<b>Travel Expenses</b>	<b>\$ 4,181.00</b>
Advertising	\$ 500.00
Advertising-Internet	\$ -
<b>Advertising Expense</b>	<b>\$ 500.00</b>
Food and beverage	\$ 2,429.00
Meeting costs	\$ -
Printing	\$ 933.00
Photo and video	\$ 1,500.00
Gifts and recognition	\$ 1,640.00
Postage and Delivery	\$ 240.00
Other Expenses	\$ -
<b>Administrative Expense</b>	<b>\$ 6,742.00</b>
Equipment - Rental	\$ 47,990.00
System & Software Maint & Serv	\$ -
<b>Equipment / Software</b>	<b>\$ 47,990.00</b>
Participant Support	\$ 9,568.00
Event Production Costs	\$ 77,175.00
Event - Food and Beverage	\$ 2,429.00
Security	\$ 9,272.00
Special Events - Entertainment	\$ 1,595.00
T-Shirts	\$ 6,568.00
Banners	\$ 1,000.00
Logistics	\$ 4,000.00
Venue Expenses	\$ 9,350.00
<b>Event Expense</b>	<b>\$ 120,957.00</b>
<b>Total Expenses</b>	<b>\$ 234,076.00</b>
<b>Net Income</b>	<b>\$ 570,924.00</b>

<b>Susan G Komen</b> FY26 Budget Template Operating Unit: Orange Cty Market (CA30 1) Department: Race/ Walk (1200) Project: Total Projects (Total)	
Account Description	

<b>Revenues</b>	
Contributions - Individuals	\$ 44,100.00
Contributions - Coprorate	\$ 145,000.00
Contributions - Matching	\$ 5,000.00
Event Fees	\$ -
Sponsorship	\$ 200,000.00
<b>Contribution Income</b>	<b>\$ 791,000.00</b>

<b>Total Revenues</b>	<b>\$ 791,000.00</b>
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<b>Expenses</b>	
Contract labor	\$ 20,850.00
<b>Professional Fees</b>	<b>\$ 20,850.00</b>

Credit Card Processing Fees	\$ 12,000.00
On-Line Donor Database Fees	\$ 8,000.00
<b>Service Fees</b>	<b>\$ 20,000.00</b>

Rent	\$ 9,594.00
<b>Occupancy Expenses</b>	<b>\$ 9,594.00</b>

Airfare	\$ 900.00
Lodging	\$ 5,000.00
Food/ Entertainment - Travel	\$ 1,050.00
Parking/ Tolls	\$ 600.00
Other Travel and entertainment	\$ 2,514.12
<b>Travel Expenses</b>	<b>\$ 10,064.12</b>

Advertising	\$ 1,000.00
Advertising-Internet	\$ 100.00
<b>Advertising Expense</b>	<b>\$ 1,100.00</b>

Food and beverage	\$ 100.00
Meeting costs	\$ 300.00
Printing	\$ 10,000.00
Photo and video	\$ 700.00
Gifts and recognition	\$ 722.19
Postage and Delivery	\$ 515.00
Other Expenses	\$ 200.00
<b>Administrative Expense</b>	<b>\$ 12,537.19</b>

Equipment - Rental	\$ 85,144.15
System & Software Maint & Serv	\$ 15.00
<b>Equipment / Software</b>	<b>\$ 85,159.15</b>

Participant Support	\$ 3,000.00
Event Production Costs	\$ 145,964.65
Event - Food and Beverage	\$ 2,500.00
Security	\$ 21,000.00
Special Events - Entertainment	\$ 1,000.00
T-Shirts	\$ 15,000.00
Banners	\$ 900.00
Logistics	\$ 4,000.00
Venue Expenses	\$ 37,443.00
<b>Event Expense</b>	<b>\$ 230,807.65</b>

<b>Total Expenses</b>	<b>\$ 390,112.11</b>
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<b>Net Income</b>	<b>\$ 400,887.89</b>
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<b>Susan G Komen</b> <b>FY25 Budget Template</b> <b>Operating Unit: Orange Cty Market (CA301)</b> <b>Department: Race/Walk (1200)</b> <b>Project: Total Projects (Total)</b>	
<b>Account Description</b>	

<b>Revenues</b>	
Contributions - Individuals	\$ 480,000.00
Contributions - Coporate	\$ 100,000.00
Contributions - Matching	\$ 5,000.00
Event Fees	\$ -
Sponsorship	\$ 130,000.00
<b>Contribution Income</b>	<b>\$ 715,000.00</b>

<b>Total Revenues</b>	<b>\$ 715,000.00</b>
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<b>Expenses</b>	
Contract labor	\$ 20,850.00
<b>Professional Fees</b>	<b>\$ 20,850.00</b>
Credit Card Processing Fees	\$ 20,026.78
On-Line Donor Database Fees	\$ 12,500.00
<b>Service Fees</b>	<b>\$ 32,526.78</b>
Rent	\$ 9,594.00
<b>Occupancy Expenses</b>	<b>\$ 9,594.00</b>
Airfare	\$ 900.00
Lodging	\$ 5,000.00
Food/ Entertainment - Travel	\$ 1,050.00
Parking/ Tolls	\$ 600.00
Other Travel and entertainment	\$ 2,514.12
<b>Travel Expenses</b>	<b>\$ 10,064.12</b>
Advertising	\$ 1,500.00
Advertising-Internet	\$ 100.00
<b>Advertising Expense</b>	<b>\$ 1,600.00</b>
Food and beverage	\$ 100.00
Meeting costs	\$ 876.42
Printing	\$ 15,450.00
Photo and video	\$ 825.00
Gifts and recognition	\$ 722.19
Postage and Delivery	\$ 515.00
Other Expenses	\$ 200.00
<b>Administrative Expense</b>	<b>\$ 18,688.61</b>
Equipment - Rental	\$ 85,144.15
System & Software Maint & Serv	\$ 15.00
<b>Equipment / Software</b>	<b>\$ 85,159.15</b>
Participant Support	\$ 7,278.00
Event Production Costs	\$ 145,964.65
Event - Food and Beverage	\$ 5,250.00
Security	\$ 21,000.00
Special Events - Entertainment	\$ 1,612.00
T-Shirts	\$ 25,250.00
Banners	\$ 900.00
Logistics	\$ 7,000.00
Venue Expenses	\$ 37,443.00
<b>Event Expense</b>	<b>\$ 251,697.65</b>
<b>Total Expenses</b>	<b>\$ 430,180.31</b>
<b>Net Income</b>	<b>\$ 284,819.69</b>

Susan G Komen  
 FY27 Budget Template  
 Operating Unit: Orange Cty Market (CA301)  
 Department: Race/Walk (1200)  
 Project: Total Projects (Total)

Account Description	
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Revenues	
Contributions - Individuals	\$ 680,000.00
Contributions - Coprorate	\$ -
Contributions - Matching	\$ -
Event Fees	\$ -
Sponsorship	\$ 125,000.00
<b>Contribution Income</b>	<b>\$ 805,000.00</b>

<b>Total Revenues</b>	<b>\$ 805,000.00</b>
-----------------------	----------------------

Expenses	
Contract labor	\$ 20,850.00
<b>Professional Fees</b>	<b>\$ 20,850.00</b>
Credit Card Processing Fees	\$ 15,320.00
On-Line Donor Database Fees	\$ 11,740.00
<b>Service Fees</b>	<b>\$ 27,060.00</b>
Rent	\$ 5,796.00
<b>Occupancy Expenses</b>	<b>\$ 5,796.00</b>
Airfare	\$ -
Lodging	\$ 2,728.00
Food/Entertainment - Travel	\$ -
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Other Travel and entertainment	\$ 111.00
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T-Shirts	\$ 6,568.00
Banners	\$ 1,000.00
Logistics	\$ 4,000.00
Venue Expenses	\$ 9,350.00
<b>Event Expense</b>	<b>\$ 120,957.00</b>
<b>Total Expenses</b>	<b>\$ 234,076.00</b>
<b>Net Income</b>	<b>\$ 570,924.00</b>

# **SIGNATURE EVENT APPLICATION**

Newport to Ensenada Yacht Race

**Special Event Support Application - Signature Events**

<b>Reference #</b>	17958417
<b>Status</b>	Complete
<b>Name of Applicant Organization:</b>	Newport Ocean Sailing Association
<b>First Name</b>	John
<b>Last Name</b>	Berry
<b>Title / Affiliation:</b>	Vice Commodore, Admin & Chief Marketing Officer
<b>Full Mailing Address of Organization:</b>	PO Box 7485, Newport Beach, CA 92658
<b>Phone Number</b>	949.220.4461
<b>Email Address</b>	<a href="mailto:newportjb@cox.net">newportjb@cox.net</a>
<b>Type of Nonprofit Entity:</b>	501(c)(3)
<b>State of California Entity Number (if applicable):</b>	CA
<b>Signatory 1 - Name</b>	Joe Negron
<b>Signatory 1 - Title</b>	President
<b>Signatory 2 - Name</b>	Gail Matsunaga
<b>Signatory 2 - Title</b>	Secretary
<b>Entity Address (if different from mailing address):</b>	PO Box 7485, Newport Beach, CA 92658
<b>Name of Event:</b>	Newport to Ensenada International Yacht Race
<b>Event Date(s):</b>	4/23/27 - 4/25/27
<b>Is this an annual event?</b>	yes
<b>Event location(s)/venue(s) in Newport Beach:</b>	Bahia Corinthian Yacht Club, Balboa Yacht Club, Newport Harbor Yacht Club, Marina Park, Balboa Pier, Hyatt Regency Hotel
<b>Is at least 51 percent of this event - in its entirety - within Newport Beach?</b>	Yes
<b>Type of event (Check one):</b>	Recreational

<b>Total Attendees (Spectators + Participants)</b>	1500
<b>Have you held this event before?</b>	Yes
<b>If yes, what years?</b>	Since 1948 to Present
<b>Have you previously received City support for this or any other event sponsored by your organization?</b>	Yes
<b>If yes, please list the event(s) and year(s):</b>	N2E Race 2015 - \$10,000 N2E Race 2016 - \$10,000 N2E Race 2017 - \$10,000 N2E Race 2018 - \$10,000 N2E Race 2019 - \$10,000 N2E Race 2021 - \$10,000 N2E Race 2022 - \$10,000 N2E Race 2023 - \$10,000 N2E Race 2024 - \$10,000 N2E Race 2025 - \$10,000 N2E Race 2026 - \$10,000
<b>Approximate impact on Newport Beach businesses:</b>	Boats, crews and spectators begin to arrive the week ahead and spend in restaurants, bars as well as retail shopping and marine services. We estimate \$250,000 spend by over 800 competitors for local restaurants, bars and hotel nights.
<b>Media Impressions:</b>	Media impressions reach over 1.2 million viewers. This comes from professionally driven social media engagement on facebook, instagram and tic tok. There is also newspaper coverages in The Log, LA Times and Orange County Register. Depending on weather there may even be broadcast coverage on mid-day and nightly news from local weather/traffic helicopters.
<b>Please list any fees charged to the public entering the event as a participant or as a spectator.</b>	Average entry fee per boat is \$450. An average of 140 yachts have been in the race in 2025 & 2026. Spectating is free and viewed from Balboa

Pier, Inspiration Point and Newport Beach beaches.

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**Portion of money raised or made donated:**

Yes. Sponsorships raise roughly 15% of total budget and depending on race expenses some 5-10% of proceeds may be donated back to youth sailing programs here and in Ensenada.

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**Describe what, if any, portion of the event is FREE to the public.**

1. Yachtsman's Lunch at Newport Harbor YC
2. Sail away parties at Bahia Corinthian and Balboa Yacht Clubs
3. Race start viewing from Balboa Pier
4. Public viewing from Lido Peninsula Beaches, CDM State Park
5. Awards and trophy ceremonies

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**What is the total expenditure budget specifically for this event?**

\$63,175

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**What is the total anticipated gross revenue specifically from this event?**

\$69,197

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**To be eligible to receive City support, the applicant must demonstrate that the event is not financially dependent on receiving City grant funds. How will receiving a grant from the City of Newport Beach help to elevate the overall event?**

The support of the City has always been extremely helpful to the organizing committee. Because of the City's support there is an increased level of safety through Safety at Sea seminars conducted around SoCal. The support also allows YB Trackers to be installed on each boat to monitor performance, proximity and placement which further increases the safety of the event. It reduces the cost of entry which in turn increases the amount of participation and spectators who come to Newport Beach for Race Week.

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**Brief Description of Event (150-word maximum):**

The Newport to Ensenada International Yacht Race has been a staple on the West Coast Racing Calendar since 1948. Competitors from around the world have come to experience the 135 mile overnight race as their bucket list of major sailing events. Newport Beach families

have been huge supporters leading up to the famous race of 1984 where some 685 boats competed. With over 800 competitors racing on 130 yachts, the race has been known to be challenging whether there are low or high winds throughout the weekend. The SoCal media covers the race as an annual rite of spring and its often viewed as the beginning of the yachting season in SoCal to the point where each major Yacht Club in the harbor will only have their Opening Days following the race and the safe return of all the sailors and racer chaser fans who come to enjoy the atmosphere.

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**Indicate any anticipated impacts the event will have:**

- Other
- (Increase demand for Newport Mooring and Marina Slips)

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**In 250 words or less, explain how your event will meet or exceed any or all of the Signature Event Evaluation Criteria (see Special Event Support Program Overview):**

For over 78 years, Newport Beach has been home to the Pacific Coast's largest international yacht race with several days of pre-race activities concentrated in and around the Newport Beach Harbor. With nearly 150 boats competing there are over 800 race participants taking advantage of the City's restaurants, bars local merchants and marine stores. Newport Beach businesses such as the Hyatt Regency, Ruby's on the Pier, The Sea Base, Marina Park and Marine Suppliers have supported the race and racers. The event draw leading figures from Ensenada Mexico such as their Mayor, Admiralty, Community Leaders and Representative from the U.S. Embassy Attaches. Through these activities the positive imagine of Newport Beach is promoted and supported by media coverage. And the event promotes international goodwill with our Mexican neighbors.

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**The request for City support must include a list of other City entities or groups (e.g., City Arts** No

Commission, a Business Improvement District, Library support group, etc.) from which the applicant is seeking financial support. Are you seeking financial support from other City entities?

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Attach Statement of Information:

[NOSA\\_SOI\\_History.pdf \(317 KB\)](#)

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Please attach a copy of the complete event budget showing this years projected revenues and expenditures.

[ProfitandLossReport.260419\\_NBapp.pdf \(65 KB\)](#)

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For recurring events, please attach a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses.

[ProfitandLossReport.260419.pdf \(40 KB\)](#)

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Item #116

[ProfitandLossReport.250630.pdf \(39 KB\)](#)

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Attach the proposed measurable objectives and performance measures for the event.

[MEASURABLE\\_OBJECTIVES.pdf \(440 KB\)](#)

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As your organization's representative, please verify the below by checking the corresponding boxes and then type your name in the field below.

- I acknowledge that submission of this application does not guarantee the event will receive City support.
- I have read the updated City of Newport Beach Special Event Support Program Overview, including the eligibility, qualification and evaluation criteria.
- I have attached a complete event budget showing anticipated revenue and expenses. Note: Your application will be deemed incomplete if a budget is not included with your application.
- I acknowledge that, if awarded funding, my organization will have to enter into a grant agreement with the City.
- I acknowledge that the City reserves the right to audit Grantee's accounting procedures and internal controls of Grantee's financial systems, and to examine any cost, revenue, payment,

claim, other records or supporting documentation resulting from any items set forth in this Agreement. This audit right expressly extends to all financial records of the Grantee, whether or not they relate solely to the Grant Proposal or Grant Funds. Any such audit(s) shall be undertaken by City or its representative(s) at mutually agreed upon reasonable times and in conformance with generally accepted auditing standards. Grantee agrees to fully cooperate with any such audit(s).

- I acknowledge the City will not provide financial support to events that serve a political purpose or are sponsored by political organizations. The City has sole discretion to determine whether an event is political in nature.
  - Grantee shall conduct background checks for all of its volunteers and employees who work with minor children in relation to any project described in Grantee's Grant Proposal. To the extent applicable and if requested, Grantee shall provide the City certification that it has complied with this requirement prior to the receipt of Grant Funds.
  - As a...
- 
- ... condition of eligibility, I shall provide all required financial documentation at the time of application submission. Applications lacking required documentation shall be deemed incomplete and may not be considered for funding.
  - I acknowledge I have submitted a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses, if my event is recurring.
  - I acknowledge I have submitted financial statements for the two (2) most recently

completed fiscal years that are complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

---

<b>Name:</b>	John Berry
<b>Last Update</b>	2026-04-20 19:53:56
<b>Start Time</b>	2026-04-20 18:32:33
<b>Finish Time</b>	2026-04-20 19:53:56
<b>IP</b>	68.4.55.38
<b>Browser</b>	Chrome
<b>Device</b>	Desktop
<b>Referrer</b>	<a href="https://www.newportbeachca.gov/">https://www.newportbeachca.gov/</a>

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## Race History

In 1947, founding members of the Newport Ocean Sailing Association (NOSA) set out to promote the sport of ocean racing, seamanship and the development of sailing activities in Southern California by hosting races for all those interested and decided to help fund junior programs and sponsor accomplished amateurs to support that mission.

Newport Harbor Yacht Club was the host for that first race on April 23, 1948. One hundred and seventeen boats registered ... Thanks to winds, estimated to have blown at a swift 25-35 knots, only 65 boats finished the 125 nautical mile contest.

In the '80s, the iconic Newport to Ensenada was touted as the world's largest international yacht race, with more than 600 yachts entering annually. Over the years, among the racers were famous celebrities including Humphrey Bogart, Walter Cronkite and Roy Disney. Today, the N2E features 200 yachts, 1,500 racers and hundreds of spectators.

The 125 nautical mile N2E and 88 nautical mile N2SD races showcase teamwork, seamanship, navigation and logistical planning. The thrilling start off the Balboa Pier in Newport Beach provides sponsors incredible branding opportunities to access racers and spectators alike.

# NOSA, Inc

## FY 2025 Profit and Loss Report

July 1, 2025 - April 19, 2026

	TOTAL
Revenue	
50000 Income	
50100 Race Entries	
50110 Entry N2E	40,177.20
50120 Entry N2SD	7,746.50
50130 Entry N2DP	435.00
<b>Total 50100 Race Entries</b>	<b>48,358.70</b>
50200 Sponsor - Cash	5,985.20
50400 Merchandise Sales	
50410 CA Merchandise Sales	9,408.63
50411 Merchandise Shipping Revenue	666.86
<b>Total 50400 Merchandise Sales</b>	<b>10,075.49</b>
50500 Bank Account Interest	4,777.58
<b>Total 50000 Income</b>	<b>69,196.97</b>
<b>Total Revenue</b>	<b>\$69,196.97</b>
<b>GROSS PROFIT</b>	<b>\$69,196.97</b>
Expenditures	
61000 VC Administration Committees	
61100 Marketing Committee	
61102 Social Media	1,548.99
61103 Website Updates & Misc Costs	900.00
61105 Advertising - Media	405.00
61106 Advertising - Print	750.00
<b>Total 61100 Marketing Committee</b>	<b>3,603.99</b>
61120 Sponsorship Committee	
61121 Sponsorship	185.00
<b>Total 61120 Sponsorship Committee</b>	<b>185.00</b>
61130 Marketing & Sponsorship Support	
61131 Printing & Shipping	363.75
<b>Total 61130 Marketing &amp; Sponsorship Support</b>	<b>363.75</b>
61200 Events	
61203 Entertainment of Dignitaries	2,623.14
61204 Gifts to Dignitaries & Volunteers	437.60
61205 Dignitaries Hotel in Newport Beach	547.50
61210 Awards Ceremonies	122.82
<b>Total 61200 Events</b>	<b>3,731.06</b>

# NOSA, Inc

## FY 2025 Profit and Loss Report

July 1, 2025 - April 19, 2026

	TOTAL
61300 Merchandise Committee	
61301 Merchandise Purchases	14,861.01
61302 Art Work Creation	750.00
61303 Merchandise Shipping & Supplies	860.75
61304 Merchandise Sales Credit Card Fees	593.40
61305 CA Sales Tax (CDTFA)	454.00
61306 Merchandise Other Expenses	428.78
<b>Total 61300 Merchandise Committee</b>	<b>17,947.94</b>
<b>Total 61000 VC Administration Committees</b>	<b>25,831.74</b>
62000 VC Race Committees	
62002 Regatta Network Entries Fees	3,097.66
62010 Race Scoring	396.90
62020 Ensenada Race Operations	370.54
62021 YB Tracking Rentals	9,842.88
62022 Regatta Liability Insurance	6,403.00
62060 Results	617.63
62090 Packets	512.34
62091 Race Document Printing	149.62
62110 Trophy Committee	
62113 Participation Pennants	410.50
<b>Total 62110 Trophy Committee</b>	<b>410.50</b>
<b>Total 62000 VC Race Committees</b>	<b>21,801.07</b>
65000 Ensenada Expenses	
65001 Ensenada Travel & Meals (Junkets)	3,016.04
65002 Ensenada Hotel (Race Volunteers)	2,140.47
<b>Total 65000 Ensenada Expenses</b>	<b>5,156.51</b>
90000 General and Administrative	
90210 Office Supplies	31.00
90211 Postage & Shipping	257.56
90213 Telephone	500.05
90214 Computer Equipment & Software	475.37
90216 Rent Storage	6,088.00
90220 Investment Account Fees/Expenses	175.00
90221 Membership, Subscription	1,312.00
90222 Printing	389.75
90410 BofD Misc Expenses	78.49
90411 NOSA Shirts, Hats, Name Badges, Pins	451.01
90415 Commodore Gift	500.00
90510 Annual Meeting (Buffet)	57.16
90900 Taxes (Fed, State, Other)	
90903 FTB (CA)	50.00
<b>Total 90900 Taxes (Fed, State, Other)</b>	<b>50.00</b>

# NOSA, Inc

## FY 2025 Profit and Loss Report

July 1, 2025 - April 19, 2026

	TOTAL
99000 Other Administration Expenses	20.00
<b>Total 90000 General and Administrative</b>	<b>10,385.39</b>
<b>Total Expenditures</b>	<b>\$63,174.71</b>
NET OPERATING REVENUE	<b>\$6,022.26</b>
Other Revenue	
50601 Dividend Income	1,671.31
<b>Total Other Revenue</b>	<b>\$1,671.31</b>
Other Expenditures	
99010 Prior Fiscal Year Expenses	1,995.00
<b>Total Other Expenditures</b>	<b>\$1,995.00</b>
NET OTHER REVENUE	<b>\$ -323.69</b>
NET REVENUE	<b>\$5,698.57</b>

# NOSA, Inc

## FY 2025 Profit and Loss Report

July 1, 2025 - April 19, 2026

	TOTAL
Revenue	
50000 Income	
50100 Race Entries	
50110 Entry N2E	40,177.20
50120 Entry N2SD	7,746.50
50130 Entry N2DP	435.00
<b>Total 50100 Race Entries</b>	<b>48,358.70</b>
50200 Sponsor - Cash	15,985.20
50400 Merchandise Sales	
50410 CA Merchandise Sales	9,408.63
50411 Merchandise Shipping Revenue	666.86
<b>Total 50400 Merchandise Sales</b>	<b>10,075.49</b>
50500 Bank Account Interest	4,777.58
<b>Total 50000 Income</b>	<b>79,196.97</b>
<b>Total Revenue</b>	<b>\$79,196.97</b>
<b>GROSS PROFIT</b>	<b>\$79,196.97</b>
Expenditures	
61000 VC Administration Committees	
61100 Marketing Committee	
61102 Social Media	1,548.99
61103 Website Updates & Misc Costs	900.00
61105 Advertising - Media	405.00
61106 Advertising - Print	750.00
<b>Total 61100 Marketing Committee</b>	<b>3,603.99</b>
61120 Sponsorship Committee	
61121 Sponsorship	185.00
<b>Total 61120 Sponsorship Committee</b>	<b>185.00</b>
61130 Marketing & Sponsorship Support	
61131 Printing & Shipping	363.75
<b>Total 61130 Marketing &amp; Sponsorship Support</b>	<b>363.75</b>
61200 Events	
61203 Entertainment of Dignitaries	2,623.14
61204 Gifts to Dignitaries & Volunteers	437.60
61205 Dignitaries Hotel in Newport Beach	547.50
61210 Awards Ceremonies	122.82
<b>Total 61200 Events</b>	<b>3,731.06</b>

# NOSA, Inc

## FY 2025 Profit and Loss Report

July 1, 2025 - April 19, 2026

	TOTAL
61300 Merchandise Committee	
61301 Merchandise Purchases	14,861.01
61302 Art Work Creation	750.00
61303 Merchandise Shipping & Supplies	860.75
61304 Merchandise Sales Credit Card Fees	593.40
61305 CA Sales Tax (CDTFA)	454.00
61306 Merchandise Other Expenses	428.78
<b>Total 61300 Merchandise Committee</b>	<b>17,947.94</b>
<b>Total 61000 VC Administration Committees</b>	<b>25,831.74</b>
62000 VC Race Committees	
62002 Regatta Network Entries Fees	3,097.66
62010 Race Scoring	396.90
62020 Ensenada Race Operations	370.54
62021 YB Tracking Rentals	9,842.88
62022 Regatta Liability Insurance	6,403.00
62060 Results	617.63
62090 Packets	512.34
62091 Race Document Printing	149.62
62110 Trophy Committee	
62113 Participation Pennants	410.50
<b>Total 62110 Trophy Committee</b>	<b>410.50</b>
<b>Total 62000 VC Race Committees</b>	<b>21,801.07</b>
65000 Ensenada Expenses	
65001 Ensenada Travel & Meals (Junkets)	3,016.04
65002 Ensenada Hotel (Race Volunteers)	2,140.47
<b>Total 65000 Ensenada Expenses</b>	<b>5,156.51</b>
90000 General and Administrative	
90210 Office Supplies	31.00
90211 Postage & Shipping	257.56
90213 Telephone	500.05
90214 Computer Equipment & Software	475.37
90216 Rent Storage	6,088.00
90220 Investment Account Fees/Expenses	175.00
90221 Membership, Subscription	1,312.00
90222 Printing	389.75
90410 BofD Misc Expenses	78.49
90411 NOSA Shirts, Hats, Name Badges, Pins	451.01
90415 Commodore Gift	500.00
90510 Annual Meeting (Buffet)	57.16
90900 Taxes (Fed, State, Other)	
90903 FTB (CA)	50.00
<b>Total 90900 Taxes (Fed, State, Other)</b>	<b>50.00</b>

# NOSA, Inc

## FY 2025 Profit and Loss Report

July 1, 2025 - April 19, 2026

	TOTAL
99000 Other Administration Expenses	20.00
<b>Total 90000 General and Administrative</b>	<b>10,385.39</b>
<b>Total Expenditures</b>	<b>\$63,174.71</b>
NET OPERATING REVENUE	<b>\$16,022.26</b>
Other Revenue	
50601 Dividend Income	1,671.31
<b>Total Other Revenue</b>	<b>\$1,671.31</b>
Other Expenditures	
99010 Prior Fiscal Year Expenses	1,995.00
<b>Total Other Expenditures</b>	<b>\$1,995.00</b>
NET OTHER REVENUE	<b>\$ -323.69</b>
NET REVENUE	<b>\$15,698.57</b>

# NOSA, Inc

## FY 2025 Profit and Loss Report

July 2024 - June 2025

	TOTAL
Revenue	
50000 Income	
50100 Race Entries	
50110 Entry N2E	48,027.00
50120 Entry N2SD	4,390.00
<b>Total 50100 Race Entries</b>	<b>52,417.00</b>
50200 Sponsor - Cash	15,000.00
50400 Merchandise Sales	
50410 CA Merchandise Sales	16,625.43
50411 Merchandise Shipping Revenue	291.00
50430 Mexico Merchandise Sales	9,963.00
<b>Total 50400 Merchandise Sales</b>	<b>26,879.43</b>
50500 Bank Account Interest	875.20
<b>Total 50000 Income</b>	<b>95,171.63</b>
<b>Total Revenue</b>	<b>\$95,171.63</b>
<b>GROSS PROFIT</b>	<b>\$95,171.63</b>
Expenditures	
61000 VC Administration Committees	
61100 Marketing Committee	
61102 Social Media	3,250.00
61103 Website Updates & Misc Costs	2,401.34
61105 Advertising - Media	540.00
<b>Total 61100 Marketing Committee</b>	<b>6,191.34</b>
61130 Marketing & Sponsorship Support	
61132 Seminars	234.18
<b>Total 61130 Marketing &amp; Sponsorship Support</b>	<b>234.18</b>
61200 Events	
61201 Pre-Race Party	3,600.00
61203 Entertainment of Dignitaries	2,564.47
61204 Gifts to Dignitaries & Volunteers	1,722.32
61205 Dignitaries Hotel in Newport Beach	1,595.94
61210 Awards Ceremonies	3,255.20
<b>Total 61200 Events</b>	<b>12,737.93</b>

# NOSA, Inc

## FY 2025 Profit and Loss Report

July 2024 - June 2025

	TOTAL
61300 Merchandise Committee	
61301 Merchandise Purchases	14,876.74
61302 Art Work Creation	800.00
61303 Merchandise Shipping & Supplies	781.34
61304 Merchandise Sales Credit Card Fees	702.34
61305 CA Sales Tax (CDTFA)	1,236.00
61306 Merchandise Other Expenses	603.53
<b>Total 61300 Merchandise Committee</b>	<b>18,999.95</b>
<b>Total 61000 VC Administration Committees</b>	<b>38,163.40</b>
62000 VC Race Committees	
62002 Regatta Network Entries Fees	3,409.48
62010 Race Scoring	24.21
62021 YB Tracking Rentals	9,195.15
62022 Regatta Liability Insurance	5,993.00
62030 Start Line	770.41
62060 Results	581.79
62090 Packets	796.06
62091 Race Document Printing	61.42
62110 Trophy Committee	
62111 Trophies & Plaques	2,419.26
62112 Trophy (not including trophies)	2,387.14
<b>Total 62110 Trophy Committee</b>	<b>4,806.40</b>
<b>Total 62000 VC Race Committees</b>	<b>25,637.92</b>
65000 Ensenada Expenses	
65001 Ensenada Travel & Meals (Junkets)	1,494.12
65002 Ensenada Hotel (Race Volunteers)	3,602.23
65003 Ensenada Gratuities	220.00
65010 Ensenada Port Fees	4,351.00
65021 Slips and Boat Rental	400.00
<b>Total 65000 Ensenada Expenses</b>	<b>10,067.35</b>
90000 General and Administrative	
90210 Office Supplies	26.38
90211 Postage & Shipping	194.00
90213 Telephone	667.68
90214 Computer Equipment & Software	338.89
90216 Rent Storage	6,672.00
90218 D&O Insurance	1,428.00
90219 Bank Charges	242.85
90220 Investment Account Fees/Expenses	175.00
90221 Membership, Subscription	1,214.26
90410 BofD Misc Expenses	20.77

# NOSA, Inc

## FY 2025 Profit and Loss Report

July 2024 - June 2025

	TOTAL
90411 NOSA Shirts, Hats, Name Badges, Pins	80.60
90413 Gifts, Flowers, Cards	422.38
90510 Annual Meeting (Buffet)	57.14
99000 Other Administration Expenses	5.00
<b>Total 90000 General and Administrative</b>	<b>11,544.95</b>
<b>Total Expenditures</b>	<b>\$85,413.62</b>
NET OPERATING REVENUE	<b>\$9,758.01</b>
Other Revenue	
50601 Dividend Income	5,159.03
<b>Total Other Revenue</b>	<b>\$5,159.03</b>
NET OTHER REVENUE	<b>\$5,159.03</b>
NET REVENUE	<b>\$14,917.04</b>



## ON COURSE TO 80 YEARS OF RACING

### **PROPOSED MEASURABLE OBJECTIVES & PERFORMANCE MEASURES FOR THE NEWPORT TO ENSENADA INTERNATIONAL YACHT RACE**

The primary measurable objectives and performance measures for the 2027 Newport to Ensenada International Yacht Race include:

- Increased Race Participation
- Increased Spectator Presence in Newport Beach
- Increased Awards Ceremony Attendance
- Increased Website Impressions
- Increased Subscriptions / Followers / Views Across All Platforms including
  - Email
  - Social Media – Facebook, Instagram, YouTube & X

# **SIGNATURE EVENT APPLICATION**

Newport-Mesa Spirit Run

## Special Event Support Application - Signature Events

<b>Reference #</b>	17943479
<b>Status</b>	Complete
<b>Login Username</b>	dianedaruty@sbcglobal.net
<b>Login Email</b>	dianedaruty@sbcglobal.net
<b>Name of Applicant Organization:</b>	Newport Mesa Spirit Run, Inc. (NMSRI)
<b>First Name</b>	Diane
<b>Last Name</b>	Daruty
<b>Title / Affiliation:</b>	NMSRI Chairman, Spirit Run Race Director
<b>Full Mailing Address of Organization:</b>	806 Bison Avenue, Newport Beach, CA 92660
<b>Phone Number</b>	9493227949
<b>Email Address</b>	<a href="mailto:dianedaruty@sbcglobal.net">dianedaruty@sbcglobal.net</a>
<b>Type of Nonprofit Entity:</b>	501(c)(3) public benefit corporation
<b>State of California Entity Number (if applicable):</b>	3339898
<b>Signatory 1 - Name</b>	Diane Daruty
<b>Signatory 1 - Title</b>	President
<b>Signatory 2 - Name</b>	Raylene Groves
<b>Signatory 2 - Title</b>	Chief Financial Officer
<b>Entity Address (if different from mailing address):</b>	P.O. Box 7241, Newport Beach, CA 92658
<b>Name of Event:</b>	42nd Annual New Spirit Run Half Marathon, 5k, and Mile
<b>Event Date(s):</b>	Sunday, October 18, 2026
<b>Is this an annual event?</b>	yes
<b>Event location(s)/venue(s) in Newport Beach:</b>	Newport Dunes Waterfront Resort & Upper Newport Bay
<b>Is at least 51 percent of this event - in its entirety</b>	Yes

- within Newport Beach?

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Type of event (Check one):	<ul style="list-style-type: none"><li>• Other</li><li>• Road Race &amp; Expo Event</li></ul>
Total Attendees (Spectators + Participants)	5000
Have you held this event before?	Yes
If yes, what years?	2011-2025 except 2021
Have you previously received City support for this or any other event sponsored by your organization?	Yes
If yes, please list the event(s) and year(s):	2011 \$7,500 2012 \$14,000 2013 \$14,000 2014 \$14,000 2015 \$15,000 2016 \$14,000 2017 \$14,000 2018 \$14,000 2019 \$14,000 2020 \$15,000 2021 \$20,000 (approved but not used because of Covid shutdown) 2022 \$21,000 2023 \$21,000 2024 \$30,000 2025 \$30,000
Approximate impact on Newport Beach businesses:	<p>This is the first half marathon traversing Upper Newport Bay (the Bay) in more than 20 years. Therefore, we anticipate an increase in benefits to Newport Beach businesses over the prior 5k version of the Spirit Run held at Fashion Island. Newport Beach businesses will benefit in several ways:</p> <ul style="list-style-type: none"><li>- Half Marathon runners around the country often travel long distances by car or by plane to race in exciting places. Spirit Run's half marathon course</li></ul>

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traversing the Bay is unique and beautiful. And, of course Newport Beach is a premier tourist destination and an incredibly attractive place to stay for a Half Marathon weekend. These participants will most likely book hotel stays and enjoy shopping and dining near the event and throughout Newport Beach.

-The Newport Bay Conservancy, the City, OC Parks, and CA Fish and Wildlife will benefit from Spirit Run. Spirit Run will promote the half marathon extensively including with a very detailed course map highlighting the tremendous work of these entities (e.g., the Back Bay Science Center, the \$8 million Big Canyon Restoration, the trash receptor adjacent to Fletcher Jones, the Muth Center, etc.)

- Businesses can become Spirit Run sponsors and in return enjoy marketing, goodwill, and other benefits before, during, and after the event.

- Businesses can become expo vendors and market directly to participants and spectators before and at the event.

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**Media Impressions:**

In 2025, Spirit Run appeared in advertisements and editorial in the following media:

-StuNewsNewport.com is a sponsor and trades for advertising space and editorial. Ads and ten stories ran about Spirit Run over 3 months, reaching 68,358 new users with 268,963 pageviews, 8m 00s average engagement time per user, and 383 click-throughs to Spirit Run's website.

-RaceGrader.com Race Grader is a highly

frequented website for runners. This outlet sent two email blasts featuring Spirit Run exclusively to its database and had a website listing and social media posts featuring Spirit Run. Spirit Run received a solid return from its RaceGrader.com ad, with 40 runners using a code tying it to RaceGrader.com.

-Fashion Island, a sponsor, traded for a free digital ad (\$11,000 value) that ran for a month in the mall, along with an event listing on its website and inclusion in an email blast and in social media posts.

-Daily Pilot ran a story about Spirit Run two days before the event. The Pilot reaches 24,000 readers Wednesdays through Saturdays.

-Firebrand Media featured event listings for Spirit Run in its various publications.

-The Newport Beach Independent ran a story about Spirit Run three days before the event and sent a photographer to cover Spirit Run.

-RuntotheFinish.com featured Spirit Run in its article about unique races that have opportunities for PRs (personal records) a month before the event. Again, the mile race on the road is uncommon. Run to the Finish found Spirit Run, we did...

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... not contact them.

-BringBacktheMile.com, a website for serious 1-mile runners (the 1-mile event on the road is uncommon) has featured Spirit Ru for several years. In 2025, there were 200 page views about Spirit Run. Active Users were 154 with an event

count of 505. Spirit Run has not yet paid to advertise for 2026 but there have already been 114 views. Active Users have been 101 with an event count of 297.

Spirit Run has its own website at [newportspiritrn.org](http://newportspiritrn.org). Also, beginning about 5 months before the event, Spirit Run sends email blasts to its database of more than 5,000 email addresses, first weekly then biweekly as the event draws nearer. Typically 40% or more of the people in the database open Spirit Run emails. The open rate is over 80% the days immediately preceding and immediately following the event.

**Please list any fees charged to the public entering the event as a participant or as a spectator.**

There are fees (\$25-\$160) to enter the races. Also, the food truck in the event expo charges for food and beverages. However, NMSRI provides scholarships for entry fees to underprivileged Newport Mesa students and to other children on a case-by-case basis. There is no fee for people not participating in a Spirit Run event to watch the races or to enjoy the expo.

**Portion of money raised or made donated:**

After paying event expenses and maintaining roughly \$5,000 in cash for the next event, NMSRI donates all net proceeds. Since it first presented Spirit Run 2011, NMSRI has donated roughly \$450,000 to participating schools and causes. Spirit Run's President and CFO are volunteers and do not receive any payment from the event.

**Describe what, if any, portion of the event is FREE to the public.**

Most activities, food, and entertainment in the event day expo are free of charge to participants and spectators. Further, the general public is invited to watch and cheer on participants in the various road races, free of charge.

**What is the total expenditure budget specifically for this event?**

\$259,130

**What is the total anticipated gross revenue specifically from this event?** \$268,750 (excluding City grant & including InKind donations)

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**To be eligible to receive City support, the applicant must demonstrate that the event is not financially dependent on receiving City grant funds. How will receiving a grant from the City of Newport Beach help to elevate the overall event?** Designation as a City of Newport Beach Signature Event elevates Spirit Run's image which attracts more registrants, sponsors, and expo vendors. Increased participation by participants and businesses generates more revenue to cover event expenses and in turn, generates more net proceeds to donate to beneficiaries. Spirit Run's beneficiaries include Newport Beach schools, Newport Beach Junior Lifeguards, and Newport Bay Conservancy, a non-profit dedicated to protecting, preserving, and restoring Upper Newport Bay. Furthermore, increased participation by individuals and businesses reflects positively on the City of Newport Beach.

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**Brief Description of Event (150-word maximum):** Spirit Run is a road race and expo event scheduled for October 18, 2026 from 6:00 a.m. to 11:00 a.m. at Newport Dunes Waterfront Resort. It will host its traditional 5k and mile distances for children and adults and a new half marathon. Race courses start and finish on Back Bay Drive next to the Dunes' parking lot and proceed adjacent to Upper Newport Bay (the Bay). The expo has music, food and beverage, booths hosted by sponsors and businesses marketing products and services, a rock-climbing wall and other youth activities, and more. Spirit Run works closely with the City's Recreation, Police, and Public Works Departments, OC Parks, and CA Fish & Wildlife to mitigate any negative impacts and to advise the public about the event. Spirit Run is collaborating with Newport Bay Conservancy to add "green" measures to minimize waste and to promote environmental awareness, particularly regarding the Bay.

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Indicate any anticipated impacts the event will have:

- Road closures
- Amplified sound
- Occur on public property (parks, streets, sidewalks)
- Parking

In 250 words or less, explain how your event will meet or exceed any or all of the Signature Event Evaluation Criteria (see Special Event Support Program Overview):

Celebrating 42 years, Spirit Run is a tradition that gives Newport residents a sense of civic pride and ownership. Adult residents who enjoyed Spirit Run during elementary school now enjoy it with their kids. Spirit Run enhances the quality of life within Newport by promoting a healthy lifestyle and with competitive road racing. The addition of a half marathon increases these impacts. Spirit Run provides promotional benefits to the City including (1) its logo on Spirit Run's website, shirts, banners, and more; (2) the opportunity for announcements, for Council members and staff to start races, and for NB Junior Lifeguards, NB Library, and other programs to host free booths at the event; and (3) the continual promotion of the City's work protecting, preserving, and educating people about the Bay (i.e., Back Bay Science Center, Big Canyon Restoration, Newport trash collector, Muth Center, and more will be highlighted on the marathon course map, on the event website, in email blasts, in social media, and more). Spirit Run directly benefits Newport businesses with sponsorship and expo vendor opportunities. Additionally, this first half marathon adjacent to the Bay in more than 20 years will tout Newport Beach's beauty. It will attract runners from across California, the country, and perhaps internationally resulting in hotel stays, dining, and shopping. Finally, event net proceeds benefit Newport and other schools, NB Junior Lifeguards, and new this year, NBC. As a non-profit dedicated to preserving and protecting the

Bay, Spirit Run's donation to NBC indirectly benefits the City.

The request for City support must include a list of other City entities or groups (e.g., City Arts Commission, a Business Improvement District, Library support group, etc.) from which the applicant is seeking financial support. Are you seeking financial support from other City entities?

No

Attach Statement of Information:

[newport\\_mesa\\_spirit\\_run\\_inc\\_statement\\_of\\_information\\_2026.pdf](#) (128 KB)

Please attach a copy of the complete event budget showing this years projected revenues and expenditures.

[2026\\_city\\_grant\\_applic\\_projected\\_revenues\\_and\\_expenses\\_2026.xlsx](#) (28 KB)

For recurring events, please attach a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses.

[2026\\_city\\_grant\\_applic\\_revenues\\_and\\_expenses\\_2025\\_and\\_2024\\_final.xlsx](#) (28 KB)

Item #116

[city\\_grant\\_application\\_PL\\_actuals\\_fye\\_25\\_and\\_fye\\_24\\_w\\_reconciliation\\_to\\_grant\\_spreadsheet\\_w\\_25\\_and\\_24\\_actuals.xlsx](#) (31 KB)

Attach the proposed measurable objectives and performance measures for the event.

[city\\_grant\\_application\\_local\\_promotion\\_plan.pdf](#) (192 KB)

If requesting aggregate grant funding in excess of \$15,000, please attach financial statements for the two (2) most recently completed fiscal years. Financial statements must be complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

[city\\_grant\\_application\\_Balance\\_Sheet\\_comparison\\_fye\\_25\\_to\\_fye\\_24.xlsx](#) (26 KB)

Item #117

[city\\_grant\\_application\\_statement\\_of\\_cash\\_flows\\_7-1-24-6-30-25\\_and\\_7-1-23-6-30-25.xlsx](#) (23 KB)

As your organization's representative, please verify the below by checking the corresponding

• I acknowledge that submission of this application does not guarantee the event will

boxes and then type your name in the field below.

receive City support.

- I have read the updated City of Newport Beach Special Event Support Program Overview, including the eligibility, qualification and evaluation criteria.
- I have attached a complete event budget showing anticipated revenue and expenses. Note: Your application will be deemed incomplete if a budget is not included with your application.
- I acknowledge that, if awarded funding, my organization will have to enter into a grant agreement with the City.
- I acknowledge that the City reserves the right to audit Grantee's accounting procedures and internal controls of Grantee's financial systems, and to examine any cost, revenue, payment, claim, other records or supporting documentation resulting from any items set forth in this Agreement. This audit right expressly extends to all financial records of the Grantee, whether or not they relate solely to the Grant Proposal or Grant Funds. Any such audit(s) shall be undertaken by City or its representative(s) at mutually agreed upon reasonable times and in conformance with generally accepted auditing standards. Grantee agrees to fully cooperate with any such audit(s).
- I acknowledge the City will not provide financial support to events that serve a political purpose or are sponsored by political organizations. The City has sole discretion to determine whether an event is political in nature.
- Grantee shall conduct background checks for all of its volunteers and employees who work with minor children in relation to any project described in Grantee's Grant Proposal. To the extent applicable and if requested, Grantee

shall provide the City certification that it has complied with this requirement prior to the receipt of Grant Funds.

- As a...
- ... condition of eligibility, I shall provide all required financial documentation at the time of application submission. Applications lacking required documentation shall be deemed incomplete and may not be considered for funding.
- I acknowledge I have submitted a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses, if my event is recurring.
- I acknowledge I have submitted financial statements for the two (2) most recently completed fiscal years that are complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

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<b>Name:</b>	Diane Daruty
<b>Last Update</b>	2026-04-21 16:47:35
<b>Start Time</b>	2026-04-21 09:15:36
<b>Finish Time</b>	2026-04-21 16:47:35
<b>IP</b>	172.116.138.23
<b>Browser</b>	Chrome
<b>Device</b>	Desktop
<b>Referrer</b>	<a href="https://fs23.formsite.com/res/formLoginReturn">https://fs23.formsite.com/res/formLoginReturn</a>

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**Projected Revenues & Expenses 2026**  
**(Excludes City Grant, Includes In-Kind Donations.)**

		<b>Projected 2026</b>
<b>Revenue</b>		
Expo		\$5,000
Registration*		
Half Marathon	\$75,000.00	
Adult 5k & Adult Mile	\$33,750.00	
Youth 5k + Youth Mile	\$12,000.00	\$120,750
Sponsor (cash)		\$40,000
Sponsor (in kind)		\$103,000
Total Revenue		\$268,750
<b>Expenses</b>		
Permit Fees		\$15,130
Promotion/Marketing		\$33,000
Race Day		\$63,000
Timing/Race Logistic Contractors		\$39,000
Event Shirts		\$15,000
Medals		\$8,000
Prizes		\$1,000
Corporate Salaries		\$75,000
Green measures		\$4,000
Other		\$6,000
Total Expenses		\$259,130
<b>Revenue less Expenses</b>		<b>\$9,620</b>

**Note about Budget:** With the move from Fashion Island to the Dunes and from spring to fall, and with the addition of the first half marathon in more than 20 years around the Bay, Spirit Run is essentially a new event. It is difficult to predict the number of registrants and all expenses, but we have done so in collaboration with our seasoned Race Logistics and Timing Consultants. They have decades of experience in road race events, including 5ks and half marathons in Newport Beach, Costa Mesa, and Irvine. Please see also "city grant application 7-1-24-6-30-25 P&L as adjusted to create projected revs exps 2026" for an explanation and details about how this budget was created.

Excludes requested City grant.  
Includes In-Kind donations. See detailed descriptions below.

## Revenue & Expense Descriptions

### Revenue

Expo Fees paid by businesses for expo booths. Camp Newport typically attends the expo to promote its summer camps, but because Spirit Run is in the fall, Camp Newport will not attend. However, we will welcome NB Junior Lifeguards, Friends of NB Library, and other City groups at no cost.

Registration Fees paid by registrants priced at an average registration fee per race.

Donations Collected for Beneficiaries When they register, event registrants are invited to donate to a beneficiary and to create online giving pages to solicit credit card donations for beneficiaries. Spirit Run pays beneficiaries 100% of donations it collects for them. It is impossible to estimate the amount of donations collected. Also, the net effect of this revenue item and the related expense item is zero. Therefore, we are excluding it here.

Sponsor (Cash) Amounts businesses and individuals pay for marketing & other benefits. We have more than \$30,000 committed from sponsors so far & are pursuing more sponsors.

Sponsor (In-Kind) Donations of products & services for advertising & other benefits. Value of each In-Kind donation is included in expenses as described below. This budget projects \$1,000 in donated prizes, \$20,000 of donated fees for use of Dunes Resort, \$2,000 for donated use a storage unit, \$5,000 for donated media, & \$75,000 in donated corporate salaries.

### Expenses

Permit Fees Amount paid to OC Parks and CA Fish & Wildlife for permit fees & the City for permit, police, & other fees.

Promotion/Marketing Amount paid to promote the event including: (1) graphics & printing of banners, posters, & race day signs/banners; (2) graphics & placement fees for online ads and social media posts; (3) website & email blast services; & (4) other promotion.

Reflects \$5,000 in donated media advertisements and stories.

Race Day Amounts paid to present the event including: (1) equipment rentals (e.g., porta potties, fencing, audio equipment, tables, popups, linens, generators, etc.); (2) event announcer & photographers; (3) security & medical personnel; (4) traffic plans; & (5) disposal service; and (6) donated use of storage unit; & (7) venue fee of \$30,000 including \$20,000 of donated fees.

Timing/Race Logistics Contractors Amounts paid for contractors who: (1) assist with permits with the City, OC Parks, CA Fish & Wildlife, & OC Health Department; (2) manage race day registration & race course & expo logistics; (3) recruit & manage race day volunteers; & (4) time races & issue results.

Event Shirts & Giveaways Registrant and volunteer shirts.

Medals Finisher medals for all participants.

Donated Prizes Prizes donated by sponsors & awarded to race winners.

Donated Corporate Salaries Donated services performed by President & CFO, including non profit filings, banking, accounting, public relations & marketing including writing press release & news stories, & recruiting & managing beneficiaries, sponsors, select vendors, & contractors.

Donations Collected for and Paid to Beneficiaries See note above for "Donations for Beneficiaries."

Green Measures (NEW EXPENSE) In collaboration with the Newport Bay Conservancy, Spirit Run is

introducing environmentally friendly measures to disallow distribution of water from plastic water bottles into paper cups and to otherwise minimize trash on the course and in the start/finish area and the expo. This is Spirit Run's best estimate at this point. This is not set forth in the document supporting this budget referenced on page 1 above.

Other Payments for bank charges, PO Box, postage, Dropbox, QR Code, insurance, government and tax filings, etc.

**Spirit Run Revenues & Expenses 2024 & 2025**  
(Both years include City Grant and In-Kind donations.)

	<u>Actual 2025</u>	<u>Actual 2024</u>
<b>Revenue</b>		
Expo	\$8,000	\$8,200
Registration	\$26,000	\$29,000
Donations Collected for Beneficiaries	\$2,200	\$4,700
Sponsor (cash)	\$50,500	\$49,500
Elite Sponsor (cash)	\$2,500	\$4,500
Sponsor (in kind)	\$86,000	\$86,000
Total Revenue	\$175,200	\$181,900
<b>Expenses</b>		
City of Newport Beach*	\$11,500	\$17,700
Promotion/Marketing	\$8,000	\$7,700
Race Day	\$33,000	\$27,000
Timing/Race Logistic Contractors	\$24,400	\$25,200
Event Shirts & Giveaways	\$4,500	\$5,500
Medals	\$1,850	\$1,850
Prizes	\$1,000	\$1,000
Donated Elite Cash Purse	\$2,975	\$3,600
Corporate Salaries	\$75,000	\$75,000
Donations Collected for and Paid to Beneficiaries	\$2,200	\$4,700
Other	\$3,800	\$3,700
Total Expenses	\$168,225	\$172,950
<b>Revenue less Expenses</b>	<u>\$6,975</u>	<u>\$8,950</u>

**Note About This Display of Actuals** As explained in the spreadsheet supporting the grant application budget for the 2026 event, when creating the grant application budget, Spirit Run presents the budget in a more abbreviated fashion than how the revenues and expenses appear in its accounting system (i.e., Quickbooks (QB)). The intent is to make the budget simpler to digest and to highlight common road race expenditures such as Shirts, Medals, etc. Also, Spirit Run often rounds to the hundreds or thousands on the actuals and budgets in the grant application. If the total revenues and expenses shown above are compared to the total revenues and expenses in QB for the appropriate year, they will agree after adjusting for In Kind items not reported in QB and accounting for rounding. Spirit Run is including this display of 2025 and 2024 actuals to be consistent with prior grant applications and so that this display is comparable to the budget for the 2026 grant application.

2024 & 2025 reflect \$30,000 City grant (\$26,000 Sponsor \$4,000 Expo).

Includes In-Kind donations. See more detailed descriptions next page.

Three to four individuals each year donate cash to be exclusively used to pay cash prize purse. with any excess to fund free entries for elite runners and then event expenses.

## Revenue & Expense Descriptions

### Revenue

Expo Fees paid by businesses for expo booths.

Both years reflect \$4,000 of City grant for Camp Newport Expo at Spirit Run.

Registration Fees paid by event participants to run or walk a race.

Donations Collected for Beneficiaries Event registrants are invited to make donations to a beneficiary when they register and to create online giving pages to solicit credit card donations for beneficiaries. Spirit Run pays beneficiaries 100% of donations it receives for them.

Sponsor (Cash) Money Companies and individuals pay for marketing & other benefits.

Both years include \$26,000 of City grant.

Elite Sponsor (Cash) Three to four individuals each year donate cash to be exclusively used for elite cash prize purse, elite free entries, then event expenses.

Sponsor (In-Kind) Donations of products & services for advertising & other benefits. Value includes \$1,000 in donated prizes, \$5,000 in donated storage unit & event parking, \$5,000 in donated media, & \$75,000 in donated corporate salaries.

### Expenses

City of Newport Beach Amount paid for permit, police, fire, and city staff. In 2025, Spirit Run contracted with PTC, a private company, to provide services the City provided in 2024 for placing cones, signs, etc. Amount paid to PTC reflected below under Race Day.

Promotion/Marketing Amount paid to promote event including: (1) graphics & printing of banners, posters, & race day signs & banners; (2) graphics & placement fees for online ads; (3) website & email blast services; & (4) other promotion.

Both years reflect \$5,000 in donated media ads, stories, etc.

Race Day Amount paid to present event including: (1) equipment rentals (e.g., porta potties, fencing, audio equipment, tables, popups, linens, generators, etc.); (2) event announcer & photographers; (3) security & medical personnel; (4) traffic plans; (5) disposal service; & (6) donated storage unit & land for the expo & parking.

Timing/Race Logistics Contractors Amount paid for contractors who: (1) permit with City & OC Health Department; (2) manage race day registration, race course, & expo logistics; (3) recruit and manage race day volunteers; & (4) time races & post results.

Event Shirts & Giveaways Registrant and volunteer shirts & St. Patrick's themed items (i.e., headpieces, decorative eyeglasses).

Medals Finisher medals for all participants.

Prizes Donated by sponsors & awarded to race winners.

Donated Elite Cash Purse Cash prizes awarded to elite athletes funded entirely by Elite Cash Sponsors.

Donated Corporate Salaries Donated services performed by President & CFO including non profit filings, banking, accounting, public relations & marketing including website, email blasts, & writing Stu News stories, & managing beneficiaries, sponsors, vendors, and contractors.

Donations Collected for and Paid to Beneficiaries For each beneficiary, 100% of donations

collected on its behalf (from people when they register for Spirit Run or paid online via giving pages created by Spirit Run registrants) are paid to that beneficiary.

Other Payments for bank charges, PO Box, postage, Dropbox, QR Code, insurance, government and tax filings, etc.

## Newport-Mesa Spirit Run, Inc. Profit & Loss Prev Year Comparison July 2024 through June 2025

	Jul '24 - Jun 25	Jul '23 - Jun 24	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Contributed support</b>				
Indiv/business contribution	53,000.09	54,138.00	-1,137.91	-2.1%
Scholarship Don. Giving Page	440.00	290.00	150.00	51.72%
Scholarship Don. Registration	315.00	65.00	250.00	384.62%
School Team Reg'n Donation	830.00	0.00	830.00	100.0%
School/Team Don. Giving Page	560.00	2,388.00	-1,828.00	-76.55%
School/Team Don. Registration	0.00	1,996.00	-1,996.00	-100.0%
<b>Total Contributed support</b>	<u>55,145.09</u>	<u>58,877.00</u>	<u>-3,731.91</u>	<u>-6.34%</u>
<b>Earned revenues</b>				
Event Shirt Revenue	981.19	1,352.02	-370.83	-27.43%
Expo Booth/Insert Fees	7,747.41	7,813.35	-65.94	-0.84%
Expo Race Day revenue	270.00	365.00	-95.00	-26.03%
<b>Registration Fees Online</b>				
Holdbacks	0.00	0.00	0.00	0.0%
Online Registration - Discounts	-1,075.63	-3,608.70	2,533.07	70.19%
Registration Fees Online - Other	26,213.26	31,570.26	-5,357.00	-16.97%
<b>Total Registration Fees Online</b>	<u>25,137.63</u>	<u>27,961.56</u>	<u>-2,823.93</u>	<u>-10.1%</u>
Registration Fees Paper	0.00	55.00	-55.00	-100.0%
<b>Total Earned revenues</b>	<u>34,136.23</u>	<u>37,546.93</u>	<u>-3,410.70</u>	<u>-9.08%</u>
<b>Total Income</b>	<u>89,281.32</u>	<u>96,423.93</u>	<u>-7,142.61</u>	<u>-7.41%</u>
<b>Gross Profit</b>	89,281.32	96,423.93	-7,142.61	-7.41%
<b>Expense</b>				
<b>Business expenses</b>				
Organizational (corp) expenses	100.00	0.00	100.00	100.0%
Taxes - other	0.00	-10.01	10.01	100.0%
<b>Total Business expenses</b>	<u>100.00</u>	<u>-10.01</u>	<u>110.01</u>	<u>1,099.0%</u>
<b>Grant &amp; contract expense</b>				
Grants to other organizations	9,666.00	13,600.00	-3,934.00	-28.93%
<b>Total Grant &amp; contract expense</b>	<u>9,666.00</u>	<u>13,600.00</u>	<u>-3,934.00</u>	<u>-28.93%</u>
<b>Misc expenses</b>				

Newport-Mesa Spirit Run, Inc.  
**Profit & Loss Prev Year Comparison**  
July 2024 through June 2025

	<u>Jul '24 - Jun 25</u>	<u>Jul '23 - Jun 24</u>	<u>\$ Change</u>	<u>% Change</u>
Other expenses	464.65	361.28	103.37	28.61%
<b>Total Misc expenses</b>	<b>464.65</b>	<b>361.28</b>	<b>103.37</b>	<b>28.61%</b>
<b>Non-personnel expenses</b>				
Bank Charges	120.00	-30.00	150.00	500.0%
<b>Total Non-personnel expenses</b>	<b>120.00</b>	<b>-30.00</b>	<b>150.00</b>	<b>500.0%</b>
<b>Other personnel expenses</b>				
Accounting fees	2,000.00	0.00	2,000.00	100.0%
<b>Total Other personnel expenses</b>	<b>2,000.00</b>	<b>0.00</b>	<b>2,000.00</b>	<b>100.0%</b>
<b>Race Related Expenses</b>				
<b>Advertising &amp; Promotion</b>				
Elite Athlete	300.00	201.00	99.00	49.25%
Email Blast	829.25	379.79	449.46	118.34%
Graphics	0.00	240.00	-240.00	-100.0%
Online Advertising	1,350.88	1,178.88	172.00	14.59%
Posters and Signage	247.83	371.74	-123.91	-33.33%
Website	296.00	296.00	0.00	0.0%
<b>Total Advertising &amp; Promotion</b>	<b>3,023.96</b>	<b>2,667.41</b>	<b>356.55</b>	<b>13.37%</b>
City of Newport Beach Expenses	11,468.27	17,681.87	-6,213.60	-35.14%
Equipment Rental	14,076.73	13,759.25	317.48	2.31%
Event Consultant	20,744.08	20,979.99	-235.91	-1.12%
Insurance	2,148.90	2,366.20	-217.30	-9.18%
Outside Services	16,544.79	12,111.67	4,433.12	36.6%
Prizes	2,975.00	3,600.00	-625.00	-17.36%
Race Supplies	7,377.70	7,680.23	-302.53	-3.94%
<b>Total Race Related Expenses</b>	<b>78,359.43</b>	<b>80,846.62</b>	<b>-2,487.19</b>	<b>-3.08%</b>
<b>Total Expense</b>	<b>90,710.08</b>	<b>94,767.89</b>	<b>-4,057.81</b>	<b>-4.28%</b>
<b>Net Ordinary Income</b>	<b>-1,428.76</b>	<b>1,656.04</b>	<b>-3,084.80</b>	<b>-186.28%</b>
<b>Net Income</b>	<b>-1,428.76</b>	<b>1,656.04</b>	<b>-3,084.80</b>	<b>-186.28%</b>

**Newport-Mesa Spirit Run, Inc.**  
**Profit & Loss Prev Year Comparison**  
 July 2024 through June 2025

<u>Jul '24 - Jun 25</u>	<u>Jul '23 - Jun 24</u>	<u>\$ Change</u>	<u>% Change</u>
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Reconcile Total Revenues & Expenses above to Other Display of Display of Actuals Submitted

	<b>2025</b>	<b>2024</b>
Total Revenues per QB Above	89281.32	96423.93
Add In Kind Donations not recorded in QB	86000.00	86000.00
QB Actuals adjusted for In Kind	175281.32	182423.93
Total Revenues per Other Display	175200.00	181900.00
Difference - rounding	81.32	523.93



## **42<sup>nd</sup> Annual Spirit Run Local Promotion and Marketing Plan**

Spirit Run has two plans to promote the event. The local plan discussed here is to promote event registration and attendance, event sponsorship, and expo booth sales and expo attendance. This local plan also seeks to elevate the event in the local community, in particular, about Spirit Run (1) being a long term, local tradition; (2) benefiting schools and other youth causes; (3) hosting the first half marathon around Upper Newport Bay (the Bay) in more than 20 years; (4) adding new “green” measures to protect the Bay; and (5) celebrating the great work of the City and Newport Bay Conservancy to preserve, protect, and restore the Bay.

The other plan, the General Industry Marketing plan, contained in a separate part of this grant application, will promote Spirit Run to the running industry at large. The General Industry Marketing was created by Race Space Accelerator, a new Spirit Run vendor.

Spirit Run will have event listings, advertisements, and/or stories in the following outlets:

- Stu News Newport will continue as a media sponsor and will provide free advertisements and stories weekly or more frequently the three months before the event and one or more stories after the event.
- Spirit Run will pursue calendar listings in Firebrand Media outlets including Newport Beach Independent, Newport Beach magazine, and others, the Daily Pilot, OC Register, Visit Newport, and others.
- Spirit Run will pursue stories in the OC Register, Daily Pilot, LA Times, Newport Beach Independent, Newport Living, and more.
- Spirit Run will cross promote with Fashion Island – Fashion Island will promote Spirit Run and Spirit Run will promote Fashion Island’s StyleWeek.
- Spirit Run is delegating creation and management of the event website, email blasts, social media posts, and its online advertising budget to Race Accelerator.

## Newport-Mesa Spirit Run, Inc. Balance Sheet Prev Year Comparison As of June 30, 2025

	<u>Jun 30, 25</u>	<u>Jun 30, 24</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
Current Assets				
Checking/Savings				
Bank of America	3,118.37	4,537.63	-1,419.26	-31.28%
<b>Total Checking/Savings</b>	<u>3,118.37</u>	<u>4,537.63</u>	<u>-1,419.26</u>	<u>-31.28%</u>
<b>Total Current Assets</b>	<u>3,118.37</u>	<u>4,537.63</u>	<u>-1,419.26</u>	<u>-31.28%</u>
<b>TOTAL ASSETS</b>	<u><u>3,118.37</u></u>	<u><u>4,537.63</u></u>	<u><u>-1,419.26</u></u>	<u><u>-31.28%</u></u>
<b>LIABILITIES &amp; EQUITY</b>				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts payable	534.58	525.08	9.50	1.81%
<b>Total Accounts Payable</b>	<u>534.58</u>	<u>525.08</u>	<u>9.50</u>	<u>1.81%</u>
<b>Total Current Liabilities</b>	<u>534.58</u>	<u>525.08</u>	<u>9.50</u>	<u>1.81%</u>
<b>Total Liabilities</b>	<u>534.58</u>	<u>525.08</u>	<u>9.50</u>	<u>1.81%</u>
Equity				
Unrestrict (retained earnings)	-353.65	-2,009.69	1,656.04	82.4%
Unrestricted net assets	4,366.20	4,366.20	0.00	0.0%
Net Income	-1,428.76	1,656.04	-3,084.80	-186.28%
<b>Total Equity</b>	<u>2,583.79</u>	<u>4,012.55</u>	<u>-1,428.76</u>	<u>-35.61%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>3,118.37</u></u>	<u><u>4,537.63</u></u>	<u><u>-1,419.26</u></u>	<u><u>-31.28%</u></u>

This immaterial amount is the result of minor errors in QB entries.

This negative amount likely results from the fact we donated more than net proceeds in 2025.

We always keep around \$5,000 or less in the bank for start up cash and recurring expenses.

# Newport-Mesa Spirit Run, Inc. Statement of Cash Flows

July 2024 through June 2025

Jul '24 - Jun 25

**OPERATING ACTIVITIES**

Net Income	-1,428.76
Adjustments to reconcile Net Income to net cash provided by operations:	
Accounts payable	9.50
Net cash provided by Operating Activities	<u>-1,419.26</u>
Net cash increase for period	-1,419.26
Cash at beginning of period	4,537.63
Cash at end of period	<u><u>3,118.37</u></u>

Jul '23 - Jun 24

**OPERATING ACTIVITIES**

Net Income	1,656.04
Adjustments to reconcile Net Income to net cash provided by operations:	
Short-term liabilities - other	-300.00
Net cash provided by Operating Activities	<u>1,356.04</u>
Net cash increase for period	1,356.04
Cash at beginning of period	3,181.59
Cash at end of period	<u><u>4,537.63</u></u>

**Newport-Mesa Spirit Run, Inc.**  
**Profit & Loss Detail**  
 July 2024 through June 2025

**Explanation of Budget Creation** Historically, to create a budget for a grant application, Spirit Run started with prior year actuals per the Quickbook P&L & adjusted each revenue & expense item for known changes (e.g., sponsors leaving, expected price increases, etc.). Further, Spirit Run combined certain revenue accounts for the grant application budget (e.g., Shirt Revenue was combined with Registration Revenue to determine Registration Revenue), combined certain expense items (e.g., insurance, bank charges, and a few other expense accounts were combined to determine Other Expense), and removed certain expense line items from one account and created a new line item to highlight them (e.g., remove Medals and Shirts from Race Supplies to create "Medals" and "Event Shirts.") This spreadsheet demonstrates this process to create the 2026 grant application budget. However, for several revenue and expense items, because the event is so new and different, Spirit Run made an almost completely new estimate. In those cases, please see the appropriate Tab number on this spreadsheet.

Budget numbers for each revenue and expense item on the grant application are highlighted in blue below or on referenced tab.

Type	Date	Name	Memo	Split	Amount	Balance	26 Budget		
<b>Income</b>									
<b>Contributed support</b>									
<b>Indiv/business contribution</b>									
								expect to return 26 increase	
Deposit	12/09/2024	Newport Harbor Exchange	Co Sponsor	Bank of America	5,000.00	5,000.00	5000	5000	
Deposit	12/09/2024	Surfside Sports	Friend Sponsor	Bank of America	250.00	5,250.00	250		
Deposit	01/17/2025	Starnes	Gold Patron Sponsor	Bank of America	1,000.00	6,250.00	1000		
Deposit	01/17/2025	Gold Arrow Camp	Product Sponsor	Bank of America	1,000.00	7,250.00	1000		
Deposit	01/17/2025	Nahin	Friend Family Sponsor	Bank of America	250.00	7,500.00	250	750	
Deposit	01/22/2025	FletcherJones	Co Sponsor	Bank of America	4,000.00	11,500.00	4000		
Deposit	02/03/2025	City Newport Beach	5k Title	Bank of America	26,000.00	37,500.00			
Deposit	02/03/2025	Daruty Family	Co Sponsor	Bank of America	5,000.00	42,500.00	5000	5000	
Deposit	02/18/2025	Carol Crane	Friend Family	Bank of America	250.00	42,750.00			
Deposit	02/18/2025	Ignatin Family	Gold Family	Bank of America	1,000.00	43,750.00	1000		
Deposit	02/18/2025	Keyes	Elite Sponsor	Bank of America	1,000.00	44,750.00	1000		
Deposit	02/19/2025	Pagliassotti	Friend Family Sponsor	Bank of America	250.00	45,000.00	250		
Deposit	02/19/2025	Yelsey Family	Bronze Family Sponsor	Bank of America	500.00	45,500.00	500		
Deposit	03/13/2025	PensionBenefits	Contributing Sponsor	Bank of America	2,000.00	47,500.00	2000	500	
Deposit	03/13/2025	Dave Kobrine	Elite Sponsor	Bank of America	500.00	48,000.00			
Deposit	03/13/2025	Patti Kohler	Premium Family Sponsor	Bank of America	1,500.09	49,500.09	1500	500	
Deposit	04/01/2025	Fashion Island	CoSponsor	Bank of America	2,000.00	51,500.09			
Deposit	04/01/2025	Michelle Barto	Bronze Sponsor	Bank of America	500.00	52,000.09			
Deposit	06/12/2025	Scott Daruty	Elite Sponsorship by Daruty Family	Bank of America	1,000.00	53,000.09			
Total Indiv/business contribution					53,000.09	53,000.09	22750	11750	34500
							projected new sponsors	5500	
							26 sponsor budget	40000	

Newport-Mesa Spirit Run, Inc.  
**Profit & Loss Detail**  
July 2024 through June 2025

**Scholarship Don. Giving Page**

per budget excluded

Deposit	02/04/2025	RunSignUp	Klein	Bank of America	100.00	100.00
Deposit	03/04/2025	RunSignUp	Crowther	Bank of America	150.00	250.00
Deposit	03/11/2025	RunSignUp	Duel	Bank of America	150.00	400.00
Deposit	03/18/2025	RunSignUp	Muirhead	Bank of America	40.00	440.00
Total Scholarship Don. Giving Page					440.00	440.00

**Scholarship Don. Registration**

per budget excluded

Deposit	12/03/2024	RunSignUp	Deposit	Bank of America	10.00	10.00
Deposit	02/04/2025	RunSignUp	Deposit	Bank of America	100.00	110.00
Deposit	03/04/2025	RunSignUp	Deposit	Bank of America	25.00	135.00
Deposit	03/11/2025	RunSignUp	Deposit	Bank of America	10.00	145.00
Deposit	03/18/2025	RunSignUp	Deposit	Bank of America	170.00	315.00
Total Scholarship Don. Registration					315.00	315.00

**School Team Reg'n Donation**

per budget excluded

Deposit	01/14/2025	RunSignUp	Pacific Academy	Bank of America	20.00	20.00
Deposit	01/28/2025	RunSignUp	Pacific Academy	Bank of America	100.00	120.00
Deposit	01/28/2025	RunSignUp	CDM High	Bank of America	50.00	170.00
Deposit	02/04/2025	RunSignUp	CDM High	Bank of America	10.00	180.00
Deposit	02/04/2025	RunSignUp	Waldorf	Bank of America	60.00	240.00
Deposit	02/04/2025	RunSignUp	Harbor View	Bank of America	100.00	340.00
Deposit	02/04/2025	RunSignUp	Pacific Academy	Bank of America	30.00	370.00
Deposit	02/11/2025	RunSignUp	CDM Middle	Bank of America	20.00	390.00
Deposit	02/18/2025	RunSignUp	Pacific Academy	Bank of America	100.00	490.00
Deposit	02/25/2025	RunSignUp	College Park Irvine	Bank of America	10.00	500.00
Deposit	02/25/2025	RunSignUp	CDM Middle	Bank of America	10.00	510.00
Deposit	03/04/2025	RunSignUp	Waldorf	Bank of America	30.00	540.00
Deposit	03/04/2025	RunSignUp	OC Grit	Bank of America	60.00	600.00
Deposit	03/04/2025	RunSignUp	Wilson	Bank of America	10.00	610.00
Deposit	03/11/2025	RunSignUp	Pacific Academy	Bank of America	100.00	710.00
Deposit	03/11/2025	RunSignUp	College Park Irvine	Bank of America	10.00	720.00
Deposit	03/11/2025	RunSignUp	OC Grit	Bank of America	20.00	740.00
Deposit	03/18/2025	RunSignUp	Eastbluff	Bank of America	40.00	780.00
Deposit	03/18/2025	RunSignUp	Harbor View	Bank of America	5.00	785.00
Deposit	03/18/2025	RunSignUp	CASA	Bank of America	5.00	790.00
Deposit	03/18/2025	RunSignUp	Waldorf	Bank of America	20.00	810.00
Deposit	03/18/2025	RunSignUp	Pacific Academy	Bank of America	20.00	830.00
Total School Team Reg'n Donation					830.00	830.00

**School/Team Don. Giving Page**

per budget excluded

**Newport-Mesa Spirit Run, Inc.**  
**Profit & Loss Detail**  
July 2024 through June 2025

Deposit	02/18/2025	RunSignUp	Waldorf	Bank of America	390.00	390.00
Deposit	03/11/2025	RunSignUp	Waldorf	Bank of America	150.00	540.00
Deposit	03/18/2025	RunSignUp	Waldorf	Bank of America	20.00	560.00
Total School/Team Don. Giving Page					560.00	560.00
Total Contributed support					55,145.09	55,145.09

**Earned revenues**

**Event Shirt Revenue**

Deposit	01/07/2025	RunSignUp	Deposit	Bank of America	45.00	45.00	historically part of registration revenue
Deposit	01/14/2025	RunSignUp	Deposit	Bank of America	45.00	90.00	see tab 2 for estimated registration revenue
Deposit	01/21/2025	RunSignUp	Deposit	Bank of America	45.00	135.00	
Deposit	01/28/2025	RunSignUp	Deposit	Bank of America	45.00	180.00	
Deposit	02/04/2025	RunSignUp	Youth upgrades	Bank of America	75.00	255.00	
Deposit	02/04/2025	RunSignUp	Deposit	Bank of America	30.00	285.00	
Deposit	02/11/2025	RunSignUp	Deposit	Bank of America	15.00	300.00	
Deposit	02/18/2025	RunSignUp	Deposit	Bank of America	45.00	345.00	
Deposit	02/20/2025	Shopify	Deposit	Bank of America	87.69	432.69	
Deposit	02/25/2025	RunSignUp	Youth Upgrade	Bank of America	30.00	462.69	
Deposit	02/25/2025	RunSignUp	Deposit	Bank of America	62.00	524.69	
Deposit	03/04/2025	RunSignUp	Youth Upgrade	Bank of America	105.00	629.69	
Deposit	03/04/2025	RunSignUp	Deposit	Bank of America	150.00	779.69	
Deposit	03/11/2025	RunSignUp	Youth Upgrade	Bank of America	105.00	884.69	
Deposit	03/11/2025	RunSignUp	Deposit	Bank of America	105.00	989.69	
Deposit	04/01/2025	Shopify	Deposit	Bank of America	24.50	1,014.19	
Bill	06/18/2025	T Liu	refund spirit shop item plus shipping	Accounts payable	-33.00	981.19	
Total Event Shirt Revenue					981.19	981.19	

**Expo Booth/Insert Fees**

Deposit	12/19/2024	Pacific Academy	Deposit	Bank of America	498.77	498.77	
Deposit	01/30/2025	Marque	Deposit	Bank of America	498.77	997.54	500
Deposit	02/03/2025	City Newport Beach	Camp Newport	Bank of America	4,000.00	4,997.54	
Deposit	02/06/2025	Kaleo Marketing	Deposit	Bank of America	498.77	5,496.31	500
Deposit	02/13/2025	Priestley	Deposit	Bank of America	498.77	5,995.08	500
Deposit	02/13/2025	Orange Theory Fitness	Deposit	Bank of America	498.77	6,493.85	500
Deposit	02/20/2025	BlueJay Bikes	Deposit	Bank of America	498.77	6,992.62	500
Deposit	02/27/2025	Winning Ways	Deposit	Bank of America	498.77	7,491.39	
Deposit	03/06/2025	Barrys	Deposit	Bank of America	256.02	7,747.41	500
Total Expo Booth/Insert Fees					7,747.41	7,747.41	3000

**Expo Race Day revenue**

Newport-Mesa Spirit Run, Inc.  
**Profit & Loss Detail**  
July 2024 through June 2025

Deposit	05/28/2025	Scott Daruty	bumper car collections	Bank of America	0.00	0.00	included in est'd new vendors above
Deposit	06/12/2025	Scott Daruty	Deposit collections from bumper cars	Bank of America	270.00	270.00	
Total Expo Race Day revenue					270.00	270.00	
<b>Registration Fees Online</b>							
<b>Holdbacks</b>							
included in Registration Revenue Tab 2							
Deposit	12/03/2024	RunSignUp	Deposit	Bank of America	-200.00	-200.00	
Deposit	03/18/2025	RunSignUp	replay holdback held back initially	Bank of America	200.00	0.00	
Total Holdbacks					0.00	0.00	
<b>Online Registration - Discounts</b>							
included in Registration Revenue Tab 2							
Deposit	12/03/2024	RunSignUp	Deposit	Bank of America	-63.00	-63.00	
Deposit	12/24/2024	RunSignUp	Deposit	Bank of America	-6.75	-69.75	
Deposit	01/07/2025	RunSignUp	Deposit	Bank of America	-13.50	-83.25	
Deposit	01/21/2025	RunSignUp	Deposit	Bank of America	-17.25	-100.50	
Deposit	01/28/2025	RunSignUp	Deposit	Bank of America	-24.75	-125.25	
Deposit	02/04/2025	RunSignUp	Deposit	Bank of America	-106.88	-232.13	
Deposit	02/11/2025	RunSignUp	Deposit	Bank of America	-86.75	-318.88	
Deposit	02/18/2025	RunSignUp	Deposit	Bank of America	-4.50	-323.38	
Deposit	02/25/2025	RunSignUp	Deposit	Bank of America	-55.50	-378.88	
Deposit	03/04/2025	RunSignUp	Deposit	Bank of America	-266.25	-645.13	
Deposit	03/11/2025	RunSignUp	Deposit	Bank of America	-143.50	-788.63	
Deposit	03/18/2025	RunSignUp	Deposit	Bank of America	-287.00	-1,075.63	
Total Online Registration - Discounts					-1,075.63	-1,075.63	
<b>Registration Fees Online - Other</b>							
included in Registration Revenue Tab 2							
Deposit	12/03/2024	RunSignUp	Deposit	Bank of America	315.00	315.00	
Deposit	12/24/2024	RunSignUp	Deposit	Bank of America	45.00	360.00	
Deposit	12/31/2024	RunSignUp	Deposit	Bank of America	165.00	525.00	
Deposit	01/07/2025	RunSignUp	Deposit	Bank of America	300.00	825.00	
Deposit	01/14/2025	RunSignUp	Deposit	Bank of America	420.00	1,245.00	
Deposit	01/21/2025	RunSignUp	Deposit	Bank of America	510.00	1,755.00	
Deposit	01/28/2025	RunSignUp	Deposit	Bank of America	510.00	2,265.00	
Deposit	02/04/2025	RunSignUp	Deposit	Bank of America	2,555.00	4,820.00	
Deposit	02/04/2025	RunSignUp	held for FOH flags to pay to Exchange Club	Bank of America	250.00	5,070.00	
Deposit	02/11/2025	RunSignUp	Deposit	Bank of America	1,290.00	6,360.00	
Deposit	02/11/2025	RunSignUp	Refund	Bank of America	-20.00	6,340.00	
Deposit	02/18/2025	RunSignUp	Deposit	Bank of America	1,450.00	7,790.00	
Deposit	02/25/2025	RunSignUp	Deposit	Bank of America	1,255.00	9,045.00	

**Newport-Mesa Spirit Run, Inc.**  
**Profit & Loss Detail**  
July 2024 through June 2025

Deposit	02/25/2025	RunSignUp	FOH flags to pay to Exchange Club	Bank of America	100.00	9,145.00	
Deposit	03/04/2025	RunSignUp	Deposit	Bank of America	3,855.00	13,000.00	
Deposit	03/11/2025	RunSignUp	Deposit	Bank of America	3,555.00	16,555.00	
Deposit	03/11/2025	RunSignUp	FOH Flag pay to Exchange Club	Bank of America	50.00	16,605.00	
Deposit	03/18/2025	RunSignUp	Deposit	Bank of America	7,985.00	24,590.00	
Deposit	03/18/2025	RunSignUp	FOH flags pay to Exchange Club	Bank of America	50.00	24,640.00	
Deposit	03/18/2025	RunSignUp	adjustment	Bank of America	17.26	24,657.26	
General Jr	03/18/2025	Wilson Elementary	Record youth scholarship incl shirt	Receivable Wilson E	810.00	25,467.26	
General Jr	03/18/2025	Elites	incl a few shirts	Receivable Elite Ath	1,196.00	26,663.26	
Bill	04/11/2025	Exchange Club Charitable Foundation	pay funds collected for FOH Flags	Accounts payable	-450.00	26,213.26	
Total Registration Fees Online - Other						26,213.26	26,213.26
Total Registration Fees Online						25,137.63	25,137.63
Total Earned revenues						34,136.23	34,136.23
Total Income						89,281.32	89,281.32
Gross Profit						89,281.32	89,281.32
<b>Expense</b>							
<b>Business expenses</b>							
<b>Organizational (corp) expenses</b>							
Bill	09/30/2024	Department of Justice	RRF-1 fee for fye 6/30/2023	Accounts payable	50.00	50.00	included in Other Expenses see Tab 3
Bill	11/15/2024	Department of Justice		Accounts payable	50.00	100.00	
Total Organizational (corp) expenses						100.00	100.00
Total Business expenses						100.00	100.00
<b>Grant &amp; contract expense</b>							
<b>Grants to other organizations</b>							
General Jr	03/18/2025	Wilson Elementary	donate entries to Wilson	Receivable Wilson E	810.00	810.00	excluded - these are donations made to beneficiaries in 2025 from net proceeds
General Jr	03/18/2025	Elites	donate entries to elites	Receivable Elite Ath	1,196.00	2,006.00	
Bill	06/18/2025	CASA Orange County		Accounts payable	100.00	2,106.00	
Bill	06/18/2025	OC Grit		Accounts payable	1,000.00	3,106.00	
Bill	06/18/2025	Newport Mesa Unified School District		Accounts payable	1,760.00	4,866.00	
Bill	06/18/2025	Corona del Mar Associated Student Body	jazz band	Accounts payable	250.00	5,116.00	
Bill	06/18/2025	Corona del Mar Associated Student Body	drumline	Accounts payable	250.00	5,366.00	
Bill	06/18/2025	College Park Elementary Irvine PTA		Accounts payable	300.00	5,666.00	

**Newport-Mesa Spirit Run, Inc.**  
**Profit & Loss Detail**  
 July 2024 through June 2025

Bill	06/18/2025	Pacific Academy Costa Mesa PTO		Accounts payable	1,750.00	7,416.00
Bill	06/18/2025	Waldorf School Orange County 1		Accounts payable	1,750.00	9,166.00
Bill	06/18/2025	City Newport Beach	NBJGs donation	Accounts payable	250.00	9,416.00
Bill	06/30/2025	Orange County Ghostbusters of California		Accounts payable	250.00	9,666.00
Total Grants to other organizations					<u>9,666.00</u>	<u>9,666.00</u>
Total Grant & contract expense					9,666.00	9,666.00

**Misc expenses**

**Other expenses**

included in Other Expenses see Tab 3

Bill	08/19/2024	Dropbox		Accounts payable	13.11	13.11
Bill	10/15/2024	USPS	post office box renewal	Accounts payable	150.00	163.11
Bill	12/05/2024	Shopify		Accounts payable	29.00	192.11
Bill	12/16/2024	Dropbox		Accounts payable	159.87	351.98
Bill	01/03/2025	Shopify		Accounts payable	29.00	380.98
Bill	02/03/2025	Shopify		Accounts payable	29.00	409.98
Bill	03/04/2025	Shopify		Accounts payable	29.00	438.98
Bill	04/03/2025	Shopify		Accounts payable	7.67	446.65
Bill	05/05/2025	Shopify		Accounts payable	9.00	455.65
Bill	06/02/2025	Shopify		Accounts payable	9.00	464.65
Total Other expenses					<u>464.65</u>	<u>464.65</u>
Total Misc expenses					464.65	464.65

**Non-personnel expenses**

**Bank Charges**

included in Other Expenses see Tab 3

Bill	07/02/2024	Authnet Gateway		Accounts payable	10.00	10.00
Bill	08/02/2024	Authnet Gateway		Accounts payable	10.00	20.00
Bill	09/03/2024	Authnet Gateway		Accounts payable	10.00	30.00
Bill	10/02/2024	Authnet Gateway		Accounts payable	10.00	40.00
Bill	11/04/2024	Authnet Gateway		Accounts payable	10.00	50.00
Bill	12/03/2024	Authnet Gateway		Accounts payable	10.00	60.00
Bill	01/02/2025	Authnet Gateway		Accounts payable	10.00	70.00
Bill	02/04/2025	Authnet Gateway		Accounts payable	10.00	80.00
Bill	03/04/2025	Authnet Gateway		Accounts payable	10.00	90.00
Bill	04/02/2025	Authnet Gateway		Accounts payable	10.00	100.00
Bill	05/02/2025	Authnet Gateway		Accounts payable	10.00	110.00
Bill	06/03/2025	Authnet Gateway		Accounts payable	10.00	120.00
Total Bank Charges					<u>120.00</u>	<u>120.00</u>

Newport-Mesa Spirit Run, Inc.  
**Profit & Loss Detail**  
July 2024 through June 2025

Total Non-personnel expenses				120.00	120.00
<b>Other personnel expenses</b>					
<b>Accounting fees</b>					included in Other Expenses see Tab 3
Bill	09/30/2024	DiBella Halsig Accountancy Corp	Tax return services fye 2023	Accounts payable	1,000.00 1,000.00
Bill	02/03/2025	DiBella Halsig Accountancy Corp	tax return	Accounts payable	1,000.00 2,000.00
Total Accounting fees				<u>2,000.00</u>	<u>2,000.00</u>
Total Other personnel expenses				2,000.00	2,000.00
<b>Race Related Expenses</b>					
<b>Advertising &amp; Promotion</b>					included in Promotion Marketing Tab 4
<b>Elite Athlete</b>					excluded
Bill	03/13/2025	Alexa's Food Truck	breakfast burritos and sandwiches for elite athletes	Accounts payable	300.00 300.00
Total Elite Athlete				300.00	300.00
<b>Email Blast</b>					included in Promotion Marketing Tab 4
Bill	07/22/2024	ConstantContact		Accounts payable	9.50 9.50
Bill	07/22/2024	ConstantContact		Accounts payable	9.50 19.00
Bill	08/21/2024	ConstantContact		Accounts payable	9.50 28.50
Bill	09/23/2024	ConstantContact		Accounts payable	9.50 38.00
Bill	10/21/2024	ConstantContact		Accounts payable	9.50 47.50
Bill	11/05/2024	ConstantContact		Accounts payable	12.25 59.75
Bill	11/21/2024	ConstantContact		Accounts payable	152.00 211.75
Bill	12/23/2024	ConstantContact		Accounts payable	152.00 363.75
Bill	01/21/2025	ConstantContact		Accounts payable	91.20 454.95
Bill	02/21/2025	ConstantContact		Accounts payable	91.20 546.15
Bill	03/21/2025	ConstantContact		Accounts payable	91.20 637.35
Bill	04/21/2025	ConstantContact		Accounts payable	91.20 728.55
Bill	05/21/2025	ConstantContact		Accounts payable	91.20 819.75
Bill	06/23/2025	ConstantContact		Accounts payable	9.50 829.25
Total Email Blast				829.25	829.25
<b>Online Advertising</b>					included in Promotion Marketing Tab 4
Bill	01/17/2025	Bring Back the Mile.com	online advertising	Accounts payable	359.00 359.00
Bill	02/18/2025	QR Code Generator		Accounts payable	119.88 478.88
Bill	03/26/2025	RaceGrader		Accounts payable	500.00 978.88
Bill	04/14/2025	Race Check	race review service	Accounts payable	372.00 1,350.88
Total Online Advertising				1,350.88	1,350.88
<b>Posters and Signage</b>					included in Promotion Marketing Tab 4

**Newport-Mesa Spirit Run, Inc.**  
**Profit & Loss Detail**  
July 2024 through June 2025

			posters, banners, race day info sheets and signage	Accounts payable	247.83	247.83	
Bill	05/28/2025	OCDE					
Total Posters and Signage					247.83	247.83	
<b>Website</b>							included in Promotion Marketing Tab 4
Bill	09/04/2024	Squarespace, Inc.		Accounts payable	276.00	276.00	
Bill	10/15/2024	Squarespace, Inc.		Accounts payable	20.00	296.00	
Total Website					296.00	296.00	
Total Advertising & Promotion					3,023.96	3,023.96	
<b>City of Newport Beach Expenses</b>							Included in Permits Tab 5
Bill	12/11/2024	City Newport Beach	permit fee	Accounts payable	3,123.00	3,123.00	
Bill	03/13/2025	City Newport Beach	temporary business license tax	Accounts payable	207.00	3,330.00	
Bill	05/27/2025	City Newport Beach	Police and other city staff	Accounts payable	8,138.27	11,468.27	
Total City of Newport Beach Expenses					11,468.27	11,468.27	
<b>Equipment Rental</b>							Included in Race Day Tab 8
Bill	01/27/2025	Emerald Isle Entertainment	50% deposit on bumper cars	Accounts payable	725.00	725.00	
Bill	03/07/2025	Diamond Environmental	porta potties	Accounts payable	2,121.00	2,846.00	
Bill	03/11/2025	AngelComm	sound equipment	Accounts payable	5,895.00	8,741.00	
Bill	03/15/2025	UHaul	truck to move shirts, signs, other race day materials from storage, etc.	Accounts payable	221.40	8,962.40	
Bill	03/19/2025	BigTop	temporary business license tax	Accounts payable	5,104.33	14,066.73	
Bill	03/25/2025	Emerald Isle Entertainment	balance due bumper cars	Accounts payable	725.00	14,791.73	
Bill	03/26/2025	TimeManagement		Accounts payable	345.00	15,136.73	
Deposit	04/01/2025	City Newport Beach	City share of Diamond Environmental	Bank of America	-1,060.00	14,076.73	
Bill	04/01/2025	DayWireless		Accounts payable	431.71	14,508.44	
Deposit	04/08/2025	DayWireless	reverse use of debit card that shouldn't have been done	Bank of America	-431.71	14,076.73	
Total Equipment Rental					14,076.73	14,076.73	
<b>Event Consultant</b>							Included in Contractors Tab 6
Bill	01/21/2025	Book That Event	1st installment	Accounts payable	2,000.00	2,000.00	
Bill	02/03/2025	Book That Event	2nd installment	Accounts payable	3,500.00	5,500.00	
Bill	03/04/2025	Book That Event		Accounts payable	4,500.00	10,000.00	
Bill	03/26/2025	TimeManagement		Accounts payable	800.00	10,800.00	
Bill	04/08/2025	Book That Event	final installment excl reimbursables	Accounts payable	9,000.00	19,800.00	
Bill	04/11/2025	Book That Event		Accounts payable	944.08	20,744.08	
Total Event Consultant					20,744.08	20,744.08	
<b>Insurance</b>							included in Other Expenses see Tab 3

Newport-Mesa Spirit Run, Inc.  
Profit & Loss Detail  
July 2024 through June 2025

Bill	01/03/2025	RRCA	renewal fee and event insurance	Accounts payable	1,298.90	1,298.90
Deposit	04/01/2025	City Newport Beach Insurance Management Group	City share of additional insurance	Bank of America	-850.00	448.90
Bill	05/28/2025		excess liability insurance	Accounts payable	1,700.00	2,148.90
Total Insurance					2,148.90	2,148.90

Outside Services

Bill	03/13/2025	WareDisposal	partial payment	Accounts payable	160.00	160.00
Bill	03/13/2025	WareDisposal	partial payment	Accounts payable	520.00	680.00
Bill	03/13/2025	WareDisposal	partial payment	Accounts payable	180.00	860.00
Bill	03/19/2025	Emergency Response Event	Medical Services	Accounts payable	366.00	1,226.00
Bill	03/19/2025	24/7 Security	overnight security	Accounts payable	794.00	2,020.00
Bill	03/19/2025	Nancy Thompson	photography	Accounts payable	350.00	2,370.00
Bill	03/19/2025	Joe Donaldson Designs	traffic plan update	Accounts payable	250.00	2,620.00
Bill	03/20/2025	Irvine Timing	race timing	Accounts payable	3,675.00	6,295.00
Bill	03/22/2025	Rudy Novotny	race accouncer	Accounts payable	575.00	6,870.00
Bill	03/26/2025	Joe Katchka	photography	Accounts payable	550.00	7,420.00
Deposit	04/01/2025	City Newport Beach	City share of Ware Disposal and 24/7 Security	Bank of America	-747.00	6,673.00
Bill	04/08/2025	Pacific Traffic Control	labor and supplies to set up cones, barricades, etc.incl part previously done by city	Accounts payable	8,871.79	15,544.79
Bill	05/01/2025	Steve Scott		Accounts payable	1,000.00	16,544.79
Total Outside Services					16,544.79	16,544.79

spread across several items - see below

most items included in Race Day Tab 8

exception are a few items below with

notes where included (e.g. race timing

Included in Contractors Tab 6)

included in Promotion Marketing Tab 4

Included in Contractors Tab 6

included in Promotion Marketing Tab 4

Prizes

Bill	03/16/2025	Joshua Sealand	2nd place male elite mile	Accounts payable	250.00	250.00
Bill	03/16/2025	Ian Crocker	3rd place male elite mile	Accounts payable	175.00	425.00
Bill	03/16/2025	Hanna Hermanasson	1st place female elite mile	Accounts payable	400.00	825.00
Bill	03/16/2025	Casey Monoszlay	2nd place female elite mile	Accounts payable	250.00	1,075.00
Bill	03/16/2025	Sarah Adler	3rd place female elite mile	Accounts payable	175.00	1,250.00
Bill	03/16/2025	Nelson Palacios	1st place male masters mile	Accounts payable	100.00	1,350.00
Bill	03/16/2025	Adam Van Berckelaer	2nd place male masters mile	Accounts payable	75.00	1,425.00
Bill	03/16/2025	Patrick Pence	3rd place male masters mile	Accounts payable	50.00	1,475.00
Bill	03/16/2025	Cambria Wu	1st place female masters mile	Accounts payable	100.00	1,575.00
Bill	03/16/2025	Kim Chan	2nd place female masters mile (paid that way but was really third, Liz Guerrini was 2nd)	Accounts payable	75.00	1,650.00
Bill	03/16/2025	Lori Preston	3rd place female masters mile (paid that way but was really 4th, Liz Guerrini initially omitted ...	Accounts payable	50.00	1,700.00
Bill	03/16/2025	Arturs Medved	1st place male 5k	Accounts payable	200.00	1,900.00
Bill	03/16/2025	daniel Krasemann	2nd place male 5k	Accounts payable	125.00	2,025.00

excluded from budget - probably won't do

Newport-Mesa Spirit Run, Inc.  
**Profit & Loss Detail**  
July 2024 through June 2025

Bill	03/16/2025	Ian Crocker	3rd place male 5k	Accounts payable	75.00	2,100.00	
Bill	03/16/2025	Casey Monoszlay	1st place female 5k	Accounts payable	200.00	2,300.00	
Bill	03/16/2025	Hanna Hermanasson	2nd place female 5k	Accounts payable	125.00	2,425.00	
Bill	03/16/2025	Sara Passani	3rd place female 5k	Accounts payable	75.00	2,500.00	
Bill	03/16/2025	Arturs Medved	1st place male elite mile	Accounts payable	400.00	2,900.00	
			2nd place female masters mile - initially omitted from results so wrong person paid at event				
Bill	03/16/2025	Liz Guerrini		Accounts payable	75.00	2,975.00	
Total Prizes					2,975.00	2,975.00	
<b>Race Supplies</b>							<b>spread across several items - see below</b>
Bill	11/12/2024	Hasty Awards	finisher medals 50% deposit	Accounts payable	922.50	922.50	included in Event Medals/Shirts Tab 7
Bill	01/10/2025	Alibaba.com	St. Paddy's giveaways	Accounts payable	489.18	1,411.68	<b>If not elsewhere per below or above</b>
Bill	02/11/2025	Emedia	race bibs	Accounts payable	373.72	1,785.40	<b>then included in Race Day Tab 8</b>
Bill	02/14/2025	Hasty Awards	finisher medals balance of payment	Accounts payable	922.50	2,707.90	included in Event Medals/Shirts Tab 7
Bill	02/20/2025	Printify		Accounts payable	78.11	2,786.01	included in Event Medals/Shirts Tab 7
Bill	03/04/2025	Printify		Accounts payable	38.73	2,824.74	included in Event Medals/Shirts Tab 7
Bill	03/04/2025	Printify		Accounts payable	58.37	2,883.11	included in Event Medals/Shirts Tab 7
Bill	03/04/2025	Printify		Accounts payable	34.53	2,917.64	included in Event Medals/Shirts Tab 7
Bill	03/13/2025	PacificaT-Shirts	event shirts	Accounts payable	3,808.05	6,725.69	included in Event Medals/Shirts Tab 7
			race day beverages, food, and supplies				
Bill	03/17/2025	Smart&Final		Accounts payable	432.52	7,158.21	
Bill	03/18/2025	Sprouts	finish line fruit, etc.	Accounts payable	138.00	7,296.21	
Bill	03/18/2025	Panera Bread	vip bagels and cream cheese	Accounts payable	57.93	7,354.14	
Bill	04/01/2025	Printify		Accounts payable	23.56	7,377.70	included in Event Medals/Shirts Tab 7
Total Race Supplies					7,377.70	7,377.70	
Total Race Related Expenses					78,359.43	78,359.43	
Total Expense					90,710.08	90,710.08	
Net Ordinary Income					-1,428.76	-1,428.76	
<b>Net Income</b>					<b>-1,428.76</b>	<b>-1,428.76</b>	

<b>Registration Revenue</b>	<b>Avg \$ Amt</b>	<b>Qty</b>	
Adult 5K + Adult Mile	\$ 45.00	750	\$33,750.00
Marathon	\$ 100.00	750	\$75,000.00
Youth 5k + Youth Mile	\$ 30.00	400	\$12,000.00
			<b>\$120,750.00</b>

<b>QB Account</b>	<b>Expense Description</b>	<b>Budgeted Amount</b>
<b>Misc Expenses Other Expenses</b>	P.O. Box	\$175.00
<b>Misc Expenses Other Expenses</b>	Dropbox	\$200.00
<b>Accounting fees</b>	Tax Accountant fees	\$1,500.00
<b>Bank Charges</b>	Bank/Red Podium processing charges	\$1,000.00
<b>Organizational (corp) expenses</b>	Non profit filing fees	\$100.00
<b>Misc Expenses Other Expenses</b>	QR Code Generator	\$150.00
<b>Insurance</b>	Insurance	\$2,500.00
		<b>\$5,625.00</b>
Round up to be conservative		\$375.00
		<b>\$6,000.00</b>

<b>QB Account</b>	<b>Expense Description</b>	<b>Budgeted Amount</b>
n/a new expense	Race accelerator (covers email blasts, website, online ads, & more)	\$13,300.00
Outside Services	Photographer	\$1,200.00
n/a new expense	Videographer	\$5,500.00
Email Blast	Constant Contact (need to keep inactive in case need it)	\$400.00
n/a donated in 2025	Graphic Artist (for new logo, shirt logo, other needs)	\$700.00
Website	Website Domain and Squarespace in case we need it	\$300.00
Posters and Signage	Postcards	\$300.00
n/a limited mailing & donated '26	Postage	\$300.00
n/a new expense	Event Goodie Bags (pay to advertise half marathon other events)	\$500.00
n/a new expense	Event Distribution (pay to put postcards at other half marathon events)	\$2,500.00
Posters and Signage	Signs & Banners (need all new pre event banners & banner/signs at e	\$3,000.00
not recorded in QB	StuNews Ads and stories	\$5,000.00
		<b>\$33,000.00</b>

<b>QB Account</b>	<b>Expense Description</b>	<b>Budgeted Amount</b>
<b>City of Newport Beach Expenses</b>	Projected police fees from Fabbri based on triathlon	\$9,300.00
<b>City of Newport Beach Expenses</b>	2025 permit fee	\$3,123.00
<b>City of Newport Beach Expenses</b>	2025 other fees	\$207.00
n/a not an expense in prior years	OC Parks permit estimate	\$1,000.00
n/a not an expense in prior years	CA Fish & Wildlife permit estimate	\$1,500.00
		<b>\$15,130.00</b>

Note we obtained the most updated information possible from the City, OC Parks, & CA Fish & Wildlife

<b>QB Account</b>	<b>Expense Description</b>	<b>Budgeted Amount</b>
Event Consultant	Book that Event (Event logisitics)	\$29,000.00
Outside Services	Irvine Timing (timing & issuing results for races) & fees for USATF to certify new race courses	\$8,000.00
Event Consultant	Race Weekend packet pickup in person registration & race number pickup	\$2,000.00
		<b>\$39,000.00</b>

<b>QB Account</b>	<b>Expense Description</b>	<b>Avg Price</b>	<b>Qty</b>	<b>Budgeted Amount</b>
Race Supplies	Shirts (need to overorder)	\$7.00	2100	\$14,700.00
	round up			\$300.00
				<b>\$15,000.00</b>
Race Supplies	Medals (need to overorder)	\$4.00	2000	<b>\$8,000.00</b>

QB Account	Expense Description				Budgeted Amount	
Equipment Rental	Tents/Tables/Chairs - Expo				\$3,000.00	
Equipment Rental	Tents/Tables/Chairs - Start Line				\$1,000.00	
Equipment Rental	Radios	\$	15.00	35	\$525.00	\$ 525.00
Outside Services	Dumpsters -3 yard	\$	125.00	4	\$500.00	\$ 500.00
Equipment Rental	Portable restrooms	\$	100.00	30	\$3,000.00	\$ 3,000.00
Equipment Rental	Sound / Start Line Truss				\$4,500.00	
Equipment Rental	Truck Rentals (Pick Up+Box)				\$1,000.00	
Equipment Rental	Pallet Jack / Light Tower / Carts				\$500.00	
Outside Services	Traffic Control/Barricades(Day of)			1	\$5,000.00	
Outside Services	Traffic Control Plans			1	\$1,500.00	
Outside Services	Announcer	\$	500.00	1	\$500.00	
Outside Services	Medical Team				\$1,400.00	
Outside Services	Security (4 guards; 8 hours each)	\$	32.00	32	\$1,024.00	\$ 1,024.00
Outside Services	Steve Scott appearance fee & airfare/hotel				\$2,500.00	
n/a not in QB prior years, music donated	Band or DJ	\$	1,500.00	1	\$1,500.00	\$ 1,500.00
n/a not in QB prior years, venue donated	venue fee (including \$20,000 in donated fees)				\$30,000.00	
Race Supplies	Bibs (need to overorder)	\$	0.50	2100	\$1,050.00	\$ 1,050.00
Equipment Rental	Bumper Cars & Rock Wall				\$2,500.00	
n/a not in QB prior years, donated	Storage unit				\$2,000.00	
					\$62,999.00	
	round up				1	
					\$63,000.00	

Newport-Mesa Spirit Run, Inc.  
Profit & Loss Detail  
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Ordinary Income/Expense	Type	Date	Num	Name	Memo	Class	Cir	Split	Amount	Balance
<b>Income</b>										
<b>Contributed support</b>										
<b>Indiv/business contribution</b>										
	Deposit	12/18/2023		Scott Daruty	CoSponsor	Spirit Run		Bank of America	5,000.00	5,000.00
	Deposit	01/16/2024		Joe Daruty	Friend Family	Spirit Run		Bank of America	250.00	5,250.00
	Deposit	01/16/2024		Pagliassotti	Friend Family	Spirit Run		Bank of America	250.00	5,500.00
	Deposit	01/16/2024		Yelsey Family	Bronze Family	Spirit Run		Bank of America	500.00	6,000.00
	Deposit	01/16/2024		Nahin	Friend Family	Spirit Run		Bank of America	250.00	6,250.00
	Deposit	01/31/2024		Starnes	Gold Patron sponsor	Spirit Run		Bank of America	988.00	7,238.00
	Deposit	01/31/2024		Newport Harbor Exchange	Co Sponsor	Spirit Run		Bank of America	5,000.00	12,238.00
	Deposit	01/31/2024		FletcherJones	Co Sponsor	Spirit Run		Bank of America	4,000.00	16,238.00
	Deposit	02/06/2024		Gold Arrow Camp	Gold Patron	Spirit Run		Bank of America	1,000.00	17,238.00
	Deposit	02/09/2024		Ignatin Family	Friend Family Sponsor	Spirit Run		Bank of America	250.00	17,488.00
	Deposit	02/16/2024		Kohler	Premium Family Sponsor	Spirit Run		Bank of America	1,500.00	18,988.00
	Deposit	02/16/2024		PensionBenefits	Contributing Sponsor	Spirit Run		Bank of America	2,000.00	20,988.00
	Deposit	02/16/2024		Dave Kobrine	Elite Sponsor	Spirit Run		Bank of America	500.00	21,488.00
	Deposit	02/16/2024		City Newport Beach	5k Title Sponsor	Spirit Run		Bank of America	28,000.00	47,488.00
	Deposit	03/20/2024		Keys	Elite Premium Sponsor	Spirit Run		Bank of America	1,000.00	48,488.00
	Deposit	03/20/2024		Surfside Sports	Deposit	Spirit Run		Bank of America	250.00	48,738.00
	Deposit	03/21/2024		Iyman Foundation	Premium Elite Sponsor	Spirit Run		Bank of America	3,000.00	51,738.00
	Deposit	03/21/2024		Carol Crane	Deposit	Spirit Run		Bank of America	150.00	51,888.00
	Deposit	05/06/2024		Fashion Island	CoSponsor	Spirit Run		Bank of America	2,000.00	53,888.00
	Deposit	06/10/2024		Scott Daruty	Deposit	Spirit Run		Bank of America	250.00	54,138.00
<b>Total Indiv/business contribution</b>									54,138.00	54,138.00
<b>Scholarship Don. Giving Page</b>										
	Deposit	02/07/2024		RunSignUp	2/1/2/7/24	Spirit Run		Bank of America	120.00	120.00
	General Journal	04/25/2024	NMSR 20-25		Free entries McDonald McCauley at RSU donation pa	Spirit Run		School/Team Don. Registration	170.00	290.00
<b>Total Scholarship Don. Giving Page</b>									290.00	290.00
<b>Scholarship Don. Registration</b>										
	General Journal	04/25/2024	NMSR 20-35			Spirit Run		School/Team Don. Registration	65.00	65.00
<b>Total Scholarship Don. Registration</b>									65.00	65.00
<b>School/Team Don. Giving Page</b>										
	Deposit	02/21/2024		RunSignUp	2/15-2/21/24 Donation to Andres Torres Fundraiser	Spirit Run		Bank of America	105.00	105.00
	Deposit	03/04/2024		RunSignUp	2/28-3/4/24 Donation to Andres Torres Fundraising P	Spirit Run		Bank of America	160.00	265.00
	General Journal	04/25/2024	NMSR 20-26		Crowther donation at RSU Giving Page to CASA	Spirit Run		School/Team Don. Registration	130.00	395.00
	General Journal	04/25/2024	NMSR 20-27		Irene Gingold donation Waldorf at RSU donation page	Spirit Run		School/Team Don. Registration	100.00	495.00
	General Journal	04/25/2024	NMSR 20-28		Anthony Torres donation to Andres Torres Giving Pa	Spirit Run		School/Team Don. Registration	50.00	545.00
	General Journal	04/25/2024	NMSR 20-29		Donations to Aidan McDermott Fundraising Page	Spirit Run		School/Team Don. Registration	170.00	715.00
	General Journal	04/25/2024	NMSR 20-30		Donations at RSU Giving Page Levi McDermott	Spirit Run		School/Team Don. Registration	200.00	915.00
	General Journal	04/25/2024	NMSR 20-31		Donations at RSU Giving Page Levi McDermott	Spirit Run		School/Team Don. Registration	503.00	1,418.00
	General Journal	04/25/2024	NMSR 20-32		Donations at RSU Giving Page Maureen McDermott f	Spirit Run		School/Team Don. Registration	300.00	1,718.00
	General Journal	04/25/2024	NMSR 20-33		Donations at RSU Giving Page Noah Rothbard Fundr	Spirit Run		School/Team Don. Registration	120.00	1,838.00
	General Journal	04/25/2024	NMSR 20-34		Donations at RSU Giving Page Rhone Streiff Fundrai	Spirit Run		School/Team Don. Registration	550.00	2,388.00
<b>Total School/Team Don. Giving Page</b>									2,388.00	2,388.00
<b>School/Team Don. Registration</b>										
	Deposit	11/15/2023		RunSignUp	11/7-11/14/23	Spirit Run		Bank of America	5.00	5.00
	Deposit	12/27/2023		RunSignUp	12/20-12/26/23	Spirit Run		Bank of America	20.00	25.00
	Deposit	01/03/2024		RunSignUp	12/26/23-1/2/24	Spirit Run		Bank of America	20.00	45.00
	Deposit	01/10/2024		RunSignUp	1/3-1/9/24	Spirit Run		Bank of America	15.00	60.00
	Deposit	01/17/2024		RunSignUp	1/8-1/16/24	Spirit Run		Bank of America	50.00	110.00
	Deposit	01/24/2024		RunSignUp	1/17-1/23/24	Spirit Run		Bank of America	100.00	210.00
	Deposit	02/07/2024		RunSignUp	2/1-2/7/24	Spirit Run		Bank of America	55.00	265.00
	Deposit	02/14/2024		RunSignUp	2/7-2/14/24	Spirit Run		Bank of America	65.00	330.00
	Deposit	02/21/2024		RunSignUp	2/15-2/21/24	Spirit Run		Bank of America	120.00	450.00
	Deposit	02/26/2024		RunSignUp	2/19-2/26/24	Spirit Run		Bank of America	205.00	655.00
	Deposit	03/04/2024		RunSignUp	2/28-3/4/24	Spirit Run		Bank of America	360.00	1,015.00
	Deposit	03/13/2024		RunSignUp	3/6-3/11/24	Spirit Run		Bank of America	795.00	1,810.00
	Deposit	03/20/2024		RunSignUp	3/12-3/19/24	Spirit Run		Bank of America	2,351.00	4,161.00
	Deposit	03/26/2024		RunSignUp	3/14-3/20/24	Spirit Run		Bank of America	193.00	4,354.00
	General Journal	04/25/2024	NMSR 20-25		Free entries McDonald McCauley at RSU donation pa	Spirit Run		Scholarship Don. Giving Page	-170.00	4,184.00
	General Journal	04/25/2024	NMSR 20-26		Crowther donation at RSU Giving Page to CASA	Spirit Run		School/Team Don. Giving Page	-130.00	4,054.00
	General Journal	04/25/2024	NMSR 20-27		Irene Gingold donation Waldorf at RSU donation page	Spirit Run		School/Team Don. Giving Page	-100.00	3,954.00
	General Journal	04/25/2024	NMSR 20-28		Anthony Torres donation to Andres Torres Giving Pa	Spirit Run		School/Team Don. Giving Page	-50.00	3,904.00
	General Journal	04/25/2024	NMSR 20-29		Donations to Aidan McDermott Fundraising Page	Spirit Run		School/Team Don. Giving Page	-170.00	3,734.00
	General Journal	04/25/2024	NMSR 20-30		Donations at RSU Giving Page Levi McDermott	Spirit Run		School/Team Don. Giving Page	-200.00	3,534.00
	General Journal	04/25/2024	NMSR 20-31		Donations at RSU Giving Page Lisa Kalmin Fundrais	Spirit Run		School/Team Don. Giving Page	-503.00	3,031.00

Newport-Mesa Spirit Run, Inc.  
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Type	Date	Num	Name	Memo	Class	Cir	Split	Amount	Balance
General Journal	04/25/2024	NMSR 20-32		Donations at RSU Giving Page Maureen McDermott f	Spirit Run		School/Team Don. Giving Page	-300.00	2,731.00
General Journal	04/25/2024	NMSR 20-33		Donations at RSU Giving Page Noah Rothbard Fundr	Spirit Run		School/Team Don. Giving Page	-120.00	2,611.00
General Journal	04/25/2024	NMSR 20-34		Donations at RSU Giving Page Rhone Streff Fundral	Spirit Run		School/Team Don. Giving Page	-550.00	2,061.00
General Journal	04/25/2024	NMSR 20-35			Spirit Run		Scholarship Don. Registration	-65.00	1,996.00
Total School/Team Don. Registration								<u>1,996.00</u>	<u>1,996.00</u>
Total Contributed support								58,877.00	58,877.00
<b>Earned revenues</b>									
<b>Event Shirt Revenue</b>									
Deposit	11/29/2023		RunSignUp	11/22-11/28/23	Spirit Run		Bank of America	15.00	15.00
Deposit	12/06/2023		RunSignUp	12/1-12/6/23	Spirit Run		Bank of America	30.00	45.00
Deposit	12/20/2023		RunSignUp	12/15-12/19/23	Spirit Run		Bank of America	30.00	75.00
Deposit	12/27/2023		RunSignUp	12/20-12/26/23	Spirit Run		Bank of America	45.00	120.00
Deposit	01/10/2024		RunSignUp	1/3-1/9/24	Spirit Run		Bank of America	15.00	135.00
Deposit	01/17/2024		RunSignUp	1/8-1/16/24	Spirit Run		Bank of America	60.00	195.00
Deposit	01/24/2024		RunSignUp	1/17-1/23/24	Spirit Run		Bank of America	77.00	272.00
Deposit	01/31/2024		RunSignUp	1/22-1/31/24	Spirit Run		Bank of America	30.00	302.00
Deposit	02/07/2024		RunSignUp	2/1-2/7/24	Spirit Run		Bank of America	90.00	392.00
Deposit	02/14/2024		RunSignUp	2/7-2/14/24	Spirit Run		Bank of America	92.00	484.00
Deposit	02/21/2024		RunSignUp	2/15-2/21/24	Spirit Run		Bank of America	60.00	544.00
Deposit	02/21/2024		Shopify	Deposit	Spirit Run		Bank of America	44.58	588.58
Deposit	02/26/2024		RunSignUp	2/19-2/26/24	Spirit Run		Bank of America	317.00	905.58
Deposit	03/04/2024		RunSignUp	2/28-3/4/24	Spirit Run		Bank of America	285.00	1,190.58
Deposit	03/12/2024		Shopify	Deposit	Spirit Run		Bank of America	86.14	1,276.72
Deposit	03/13/2024		RunSignUp	3/6-3/11/24	Spirit Run		Bank of America	15.00	1,291.72
Deposit	03/14/2024		Shopify	Deposit	Spirit Run		Bank of America	23.56	1,315.28
Deposit	03/15/2024		Shopify	Deposit	Spirit Run		Bank of America	12.93	1,328.21
Deposit	03/19/2024		Shopify	Deposit	Spirit Run		Bank of America	<u>23.81</u>	<u>1,352.02</u>
Total Event Shirt Revenue								1,352.02	1,352.02
<b>Expo Booth/Insert Fees</b>									
Deposit	12/14/2023		Pacific Academy	Deposit	Spirit Run		Bank of America	298.78	298.78
Deposit	12/14/2023		Align Body Work & Yoga	net of discount	Spirit Run		Bank of America	226.02	524.80
Deposit	12/14/2023		Orange Theory Fitness		Spirit Run		Bank of America	298.78	823.58
Deposit	02/01/2024		Starnes	include canopy	Spirit Run		Bank of America	398.70	1,222.28
Deposit	02/01/2024		Newport Beach Public Library	include canopy	Spirit Run		Bank of America	398.70	1,620.98
Deposit	02/01/2024		Priestley	Deposit	Spirit Run		Bank of America	298.78	1,919.76
Deposit	02/01/2024		Marque	Deposit	Spirit Run		Bank of America	298.78	2,218.54
Deposit	02/16/2024		City Newport Beach	Camp Newport	Spirit Run		Bank of America	4,000.00	6,218.54
Deposit	03/02/2024		Waldorf School Orange County	include canopy	Spirit Run		Bank of America	398.71	6,617.25
Deposit	03/02/2024		Kaleo Marketing	donated getaways for 2 couples	Spirit Run		Bank of America	298.78	6,916.03
Deposit	03/02/2024		Voltenko Wellness & Chiropractic	include canopy	Spirit Run		Bank of America	398.70	7,314.73
Deposit	03/13/2024		Barrys	extra charge last minute addition	Spirit Run		Bank of America	<u>498.62</u>	<u>7,813.35</u>
Total Expo Booth/Insert Fees								7,813.35	7,813.35
<b>Expo Race Day revenue</b>									
Deposit	03/19/2024		Scott Daruty	bumper car collections	Spirit Run		Bank of America	0.00	0.00
Deposit	03/21/2024		Scott Daruty	bumper car collections	Spirit Run		Bank of America	<u>365.00</u>	<u>365.00</u>
Total Expo Race Day revenue								365.00	365.00
<b>Registration Fees Online</b>									
<b>Holdbacks</b>									
Deposit	11/15/2023		RunSignUp	11/7-11/14/23	Spirit Run		Bank of America	-200.00	-200.00
Deposit	03/20/2024		RunSignUp	3/12-3/19/24	Spirit Run		Bank of America	<u>200.00</u>	<u>0.00</u>
Total Holdbacks								0.00	0.00
<b>Online Registration - Discounts</b>									
Deposit	11/15/2023		RunSignUp	11/7-11/14/23	Spirit Run		Bank of America	-38.25	-38.25
Deposit	11/22/2023		RunSignUp	11/15-11/21/23	Spirit Run		Bank of America	-9.00	-47.25
Deposit	11/29/2023		RunSignUp	11/22-11/28/23	Spirit Run		Bank of America	-12.00	-59.25
Deposit	12/06/2023		RunSignUp	12/1/12/6/23	Spirit Run		Bank of America	-24.00	-83.25
Deposit	12/13/2023		RunSignUp	12/6-12/14/23	Spirit Run		Bank of America	-24.00	-107.25
Deposit	12/27/2023		RunSignUp	12/20-12/26/23	Spirit Run		Bank of America	-121.50	-228.75
Deposit	01/03/2024		RunSignUp	12/26/23-1/2/24	Spirit Run		Bank of America	-6.75	-235.50
Deposit	01/10/2024		RunSignUp	1/3-1/9/24	Spirit Run		Bank of America	-76.50	-312.00
Deposit	01/17/2024		RunSignUp	1/8-1/16/24	Spirit Run		Bank of America	-60.00	-372.00
Deposit	01/24/2024		RunSignUp	1/17-1/23/24	Spirit Run		Bank of America	-95.175	-1,323.75
Deposit	01/31/2024		RunSignUp	1/22-1/31/24	Spirit Run		Bank of America	-78.75	-1,402.50
Deposit	02/07/2024		RunSignUp	2/1-2/7/24	Spirit Run		Bank of America	-85.50	-1,488.00
Deposit	02/14/2024		RunSignUp	2/7-2/14/24	Spirit Run		Bank of America	-231.00	-1,719.00
Deposit	02/21/2024		RunSignUp	2/15-2/21/24	Spirit Run		Bank of America	-389.25	-2,108.25
Deposit	02/26/2024		RunSignUp	2/19-2/26/24	Spirit Run		Bank of America	-527.50	-2,635.75

Newport-Mesa Spirit Run, Inc.  
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Type	Date	Num	Name	Memo	Class	Cir	Split	Amount	Balance
Deposit	03/04/2024		RunSignUp	2/28-3/4/24	Spirit Run		Bank of America	-650.25	-3,286.00
Deposit	03/13/2024		RunSignUp	3/6-3/11/24	Spirit Run		Bank of America	-164.20	-3,450.20
Deposit	03/20/2024		RunSignUp	3/12-3/19/24	Spirit Run		Bank of America	-129.50	-3,579.70
Deposit	03/26/2024		RunSignUp	3/14-3/20/24	Spirit Run		Bank of America	-29.00	-3,608.70
Total Online Registration - Discounts								-3,608.70	-3,608.70
<b>Registration Fees Online - Other</b>									
Deposit	11/15/2023		RunSignUp	11/7-11/14/23	Spirit Run		Bank of America	270.00	270.00
Deposit	11/22/2023		RunSignUp	11/15-11/21/23	Spirit Run		Bank of America	75.00	345.00
Deposit	11/29/2023		RunSignUp	11/22-11/28/23	Spirit Run		Bank of America	60.00	405.00
Deposit	12/06/2023		RunSignUp	12/1-12/6/23	Spirit Run		Bank of America	135.00	540.00
Deposit	12/13/2023		RunSignUp	12/6-12/14/23	Spirit Run		Bank of America	165.00	705.00
Deposit	12/20/2023		RunSignUp	12/15-12/19/23	Spirit Run		Bank of America	105.00	810.00
Deposit	12/27/2023		RunSignUp	12/20-12/26/23	Spirit Run		Bank of America	435.00	1,245.00
Deposit	01/03/2024		RunSignUp	12/26/23-1/2/24	Spirit Run		Bank of America	255.00	1,500.00
Deposit	01/10/2024		RunSignUp	1/3-1/9/24	Spirit Run		Bank of America	585.00	2,085.00
Deposit	01/10/2024		RunSignUp	1/3-1/9/24 couldn't find registration in participant repo	Spirit Run		Bank of America	117.00	2,202.00
Deposit	01/14/2024	1312	Hillary McDonald	supplemental payment Couch to 5k	Spirit Run		Bank of America	173.00	2,375.00
Deposit	01/17/2024		RunSignUp	1/8-1/16/24	Spirit Run		Bank of America	177.00	2,552.00
Deposit	01/24/2024		RunSignUp	1/17-1/23/24	Spirit Run		Bank of America	1,695.00	4,247.00
Deposit	01/31/2024		RunSignUp	1/22-1/31/24	Spirit Run		Bank of America	540.00	4,787.00
Deposit	02/07/2024		RunSignUp	2/1-2/7/24	Spirit Run		Bank of America	1,059.00	5,846.00
Deposit	02/14/2024		RunSignUp	2/7-2/14/24	Spirit Run		Bank of America	1,425.00	7,271.00
Deposit	02/14/2024		RunSignUp	2/7-2/14/24 flag purchases	Spirit Run		Bank of America	150.00	7,421.00
Deposit	02/21/2024		RunSignUp	2/15-2/21/24	Spirit Run		Bank of America	1,707.75	9,128.75
Deposit	02/26/2024		RunSignUp	2/19-2/26/24	Spirit Run		Bank of America	2,576.00	11,704.75
Deposit	02/26/2024		RunSignUp	2/19-2/26/24 flag purchases	Spirit Run		Bank of America	50.00	11,754.75
Deposit	03/04/2024		RunSignUp	2/28-3/4/24	Spirit Run		Bank of America	6,815.00	18,569.75
Deposit	03/13/2024		RunSignUp	3/6-3/11/24	Spirit Run		Bank of America	3,455.00	22,024.75
Deposit	03/13/2024		RunSignUp	3/6-3/11/24 Flag dedications	Spirit Run		Bank of America	100.00	22,124.75
Deposit	03/20/2024		RunSignUp	3/12-3/19/24	Spirit Run		Bank of America	8,360.51	30,485.26
Deposit	03/20/2024		RunSignUp	3/12-3/19/24 Flag dedications	Spirit Run		Bank of America	150.00	30,635.26
Deposit	03/20/2024		RunSignUp	3/12-3/19/24 Refund	Spirit Run		Bank of America	-20.00	30,615.26
Deposit	03/26/2024		RunSignUp	3/14-3/20/24	Spirit Run		Bank of America	955.00	31,570.26
Total Registration Fees Online - Other								31,570.26	31,570.26
Total Registration Fees Online								27,961.56	27,961.56
<b>Registration Fees Paper</b>									
Deposit	03/25/2024		Patti Kohler	one person registered with cash at packet pickup	Spirit Run		Bank of America	55.00	55.00
Total Registration Fees Paper								55.00	55.00
Total Earned revenues								37,546.93	37,546.93
Total Income								96,423.93	96,423.93
Gross Profit								96,423.93	96,423.93
<b>Expense</b>									
<b>Business expenses</b>									
<b>Taxes - other</b>									
Bill	02/22/2024		United States Treasury	late filing penalty for form 990EZ 6/30/23 applied for a Spirit Run			Accounts payable	1,140.00	1,140.00
Deposit	05/06/2024		United States Treasury	refund penalties paid	Spirit Run		Bank of America	-1,150.01	-10.01
Total Taxes - other								-10.01	-10.01
Total Business expenses								-10.01	-10.01
<b>Grant &amp; contract expense</b>									
<b>Grants to other organizations</b>									
Bill	05/20/2024		Newport Exchange Club	2023 and 2024 flag dedications	Spirit Run		Accounts payable	700.00	700.00
Bill	06/04/2024		Corona del Mar Associated Student Body	spirit run 2024 donation CDM Drumline	Spirit Run		Accounts payable	250.00	950.00
Bill	06/04/2024		Corona del Mar Associated Student Body	spirit run 2024 donation CDM Jazz Band	Spirit Run		Accounts payable	250.00	1,200.00
Bill	06/04/2024		Waldorf School Orange County 1	Spirit Run 2024 donation	Spirit Run		Accounts payable	4,400.00	5,600.00
Bill	06/04/2024		OC Crit	Spirit Run 2024 donation	Spirit Run		Accounts payable	1,500.00	7,100.00
Bill	06/04/2024		Pacific Academy Costa Mesa PTO	Spirit Run 2024 donation	Spirit Run		Accounts payable	1,400.00	8,500.00
Bill	06/04/2024		Susan Fort ALS Hope	Spirit Run 2024 donation	Spirit Run		Accounts payable	1,050.00	9,550.00
Bill	06/06/2024		College Park Elementary Irvine		Spirit Run		Accounts payable	300.00	9,850.00
Bill	06/10/2024		CASA Orange County		Spirit Run		Accounts payable	300.00	10,150.00
Bill	06/17/2024		Our Lady Queen of Angels	Spirit Run 2024 Donation	Spirit Run		Accounts payable	650.00	10,800.00
Bill	06/25/2024		Newport Mesa Unified School District	Spirit Run 2024 cash donation participating schools	Spirit Run		Accounts payable	2,800.00	13,600.00
Total Grants to other organizations								13,600.00	13,600.00
Total Grant & contract expense								13,600.00	13,600.00
<b>Misc expenses</b>									
<b>Other expenses</b>									
Bill	10/16/2023		USPS	PO Box renewal	Spirit Run		Accounts payable	146.00	146.00
Bill	12/18/2023		Dropbox	online document storage	Spirit Run		Accounts payable	119.88	265.88

Newport-Mesa Spirit Run, Inc.  
Profit & Loss Detail  
July 2023 through June 2024

Type	Date	Num	Name	Memo	Class	Cir	Split	Amount	Balance
Bill	12/20/2023		Shopify	monthly fee	Spirit Run		Accounts payable	19.00	284.88
Bill	01/19/2024		Shopify	monthly fee	Spirit Run		Accounts payable	29.00	313.88
Bill	02/20/2024		Shopify	monthly fee	Spirit Run		Accounts payable	29.00	342.88
Bill	03/19/2024		Shopify	monthly fee	Spirit Run		Accounts payable	29.00	371.88
Bill	04/18/2024		Shopify		Spirit Run		Accounts payable	29.00	400.88
Bill	05/20/2024		Shopify		Spirit Run		Accounts payable	29.00	429.88
Bill	06/06/2024		Scott Daruty	reimburse for board meeting dinner	Spirit Run		Accounts payable	231.40	661.28
General Journal	06/30/2024	NMSR 20-36		write-off liability for flag donations in 2023 paid to exc	Spirit Run		Short-term liabilities - other	-300.00	361.28
Total Other expenses								361.28	361.28
Total Misc expenses								361.28	361.28
<b>Non-personnel expenses</b>									
<b>Bank Charges</b>									
Bill	07/05/2023		Authnet Gateway		Spirit Run		Accounts payable	10.00	10.00
Bill	08/02/2023		Authnet Gateway		Spirit Run		Accounts payable	10.00	20.00
Bill	09/05/2023		Authnet Gateway		Spirit Run		Accounts payable	10.00	30.00
Bill	10/03/2023		Authnet Gateway		Spirit Run		Accounts payable	10.00	40.00
Bill	11/02/2023		Authnet Gateway		Spirit Run		Accounts payable	10.00	50.00
Bill	12/04/2023		Authnet Gateway		Spirit Run		Accounts payable	10.00	60.00
Bill	01/02/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	70.00
Bill	02/03/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	80.00
Bill	03/04/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	90.00
Deposit	04/03/2024		Bankofamerica	BofA says stop pymt fee refund but never stopped py	Spirit Run		Bank of America	-60.00	30.00
Bill	04/04/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	40.00
Deposit	04/04/2024		Bankofamerica	BofA says stop pymt fee refund but never stopped py	Spirit Run		Bank of America	-90.00	-50.00
Bill	05/02/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	-40.00
Bill	06/04/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	-30.00
Total Bank Charges								-30.00	-30.00
Total Non-personnel expenses								-30.00	-30.00
<b>Race Related Expenses</b>									
<b>Advertising &amp; Promotion</b>									
<b>Elite Athlete</b>									
Bill	03/22/2024		Alexa's Food Truck	breakfast sandwiches for elite athletes	Spirit Run		Accounts payable	201.00	201.00
Total Elite Athlete								201.00	201.00
<b>Email Blast</b>									
Bill	01/22/2024		ConstantContact	email blast service	Spirit Run		Accounts payable	66.29	66.29
Bill	02/21/2024		ConstantContact	email blast service	Spirit Run		Accounts payable	76.00	142.29
Bill	03/21/2024		ConstantContact	email blast service	Spirit Run		Accounts payable	76.00	218.29
Bill	04/18/2024		ConstantContact		Spirit Run		Accounts payable	76.00	294.29
Bill	05/21/2024		ConstantContact		Spirit Run		Accounts payable	76.00	370.29
Bill	06/21/2024		ConstantContact		Spirit Run		Accounts payable	9.50	379.79
Total Email Blast								379.79	379.79
<b>Graphics</b>									
Bill	11/06/2023		Buzz Grapics	update logos etc	Spirit Run		Accounts payable	240.00	240.00
Total Graphics								240.00	240.00
<b>Online Advertising</b>									
Bill	01/11/2024		Bring Back the Mile.com		Spirit Run		Accounts payable	359.00	359.00
Bill	02/07/2024		Run Guides		Spirit Run		Accounts payable	200.00	559.00
Bill	02/14/2024		QR Code Generator	renew QR code service	Spirit Run		Accounts payable	119.88	678.88
Bill	03/18/2024		RaceGrader	online ad	Spirit Run		Accounts payable	500.00	1,178.88
Total Online Advertising								1,178.88	1,178.88
<b>Posters and Signage</b>									
Bill	04/03/2024		Orange County Department of Education	posters, banners, banner decals, signs, etc.	Spirit Run		Accounts payable	371.74	371.74
Total Posters and Signage								371.74	371.74
<b>Website</b>									
Bill	10/12/2023		Squarespace, Inc.	website service	Spirit Run		Accounts payable	20.00	20.00
Bill	11/01/2023		Squarespace, Inc.	website service	Spirit Run		Accounts payable	276.00	296.00
Total Website								296.00	296.00
Total Advertising & Promotion								2,667.41	2,667.41
<b>City of Newport Beach Expenses</b>									
Deposit	12/18/2023		City Newport Beach	2023 share of event expenses received late (after FYE Spirit Run			Bank of America	-2,190.28	-2,190.28
Bill	12/19/2023		City Newport Beach	2024 permit fee	Spirit Run		Accounts payable	3,022.00	831.72
Bill	04/09/2024		City Newport Beach	business license tax due for expo vendors	Spirit Run		Accounts payable	85.00	916.72
Bill	04/09/2024		City Newport Beach	police, staff, truck loading personnel, equipment renta	Spirit Run		Accounts payable	14,785.15	15,701.87
Bill	05/06/2024		City Newport Beach	police explorers	Spirit Run		Accounts payable	1,080.00	16,781.87
Bill	06/06/2024		City Newport Beach	Donation to NBJGs 2024	Spirit Run		Accounts payable	900.00	17,681.87
Total City of Newport Beach Expenses								17,681.87	17,681.87

Newport-Mesa Spirit Run, Inc.  
Profit & Loss Detail  
July 2023 through June 2024

	Type	Date	Num	Name	Memo	Class	Cir	Split	Amount	Balance
<b>Equipment Rental</b>										
	Bill	03/13/2024		Emerald Isle Entertainment	installment 1 bumper cars	Spirit Run		Accounts payable	725.00	725.00
	Bill	03/15/2024		Diamond Environmental	porta potties	Spirit Run		Accounts payable	1,980.25	2,705.25
	Bill	03/16/2024		Emerald Isle Entertainment	2nd installment bumper cars	Spirit Run		Accounts payable	725.00	3,430.25
	Bill	03/18/2024		AngelComm		Spirit Run		Accounts payable	5,745.00	9,175.25
	Bill	03/22/2024		Big Top	expo rentals	Spirit Run		Accounts payable	5,229.62	14,404.87
	Bill	04/03/2024		TimeManagement	mile start line rental	Spirit Run		Accounts payable	345.00	14,749.87
	Deposit	05/06/2024		City Newport Beach	city share of porta potties	Spirit Run		Bank of America	-990.62	13,759.25
<b>Total Equipment Rental</b>									13,759.25	13,759.25
<b>Event Consultant</b>										
	Bill	01/30/2024		Book That Event	1st installment	Spirit Run		Accounts payable	3,500.00	3,500.00
	Bill	01/30/2024		Book That Event	2nd installment	Spirit Run		Accounts payable	2,000.00	5,500.00
	Bill	02/21/2024		Book That Event	3rd installment	Spirit Run		Accounts payable	4,500.00	10,000.00
	Bill	04/02/2024		Book That Event	final installment	Spirit Run		Accounts payable	8,000.00	18,000.00
	Bill	04/03/2024		TimeManagement	operate registration packet pickup and at event	Spirit Run		Accounts payable	800.00	18,800.00
	Bill	04/03/2024		Book That Event	reimbursable expenses	Spirit Run		Accounts payable	2,179.99	20,979.99
<b>Total Event Consultant</b>									20,979.99	20,979.99
<b>Insurance</b>										
	Bill	12/06/2023		RRCA	annual event insurance	Spirit Run		Accounts payable	1,281.20	1,281.20
	Bill	02/20/2024		Feighner Insurance	excess liability insurance	Spirit Run		Accounts payable	1,710.00	2,991.20
	Deposit	05/06/2024		City Newport Beach	city share	Spirit Run		Bank of America	-625.00	2,366.20
<b>Total Insurance</b>									2,366.20	2,366.20
<b>Outside Services</b>										
	Bill	03/11/2024		WareDisposal	cardboard trash boxes etc. payment 1	Spirit Run		Accounts payable	600.00	600.00
	Bill	03/11/2024		WareDisposal	cardboard trash boxes etc. payment 2	Spirit Run		Accounts payable	100.00	700.00
	Bill	03/11/2024		Joe Donaldson Designs	traffic plan update	Spirit Run		Accounts payable	1,547.58	2,247.58
	Bill	03/20/2024		24/7 Security	security services Saturday and Sunday	Spirit Run		Accounts payable	750.00	2,997.58
	Bill	03/20/2024		Pacific Traffic Control	labor and supplies to set up cones, barricades, etc.	Spirit Run		Accounts payable	2,662.00	5,659.58
	Bill	03/20/2024		Rudy Novotny	race day announcer	Spirit Run		Accounts payable	575.00	6,234.58
	Bill	03/22/2024		Joe Katchka	photography	Spirit Run		Accounts payable	550.00	6,784.58
	Bill	03/22/2024		Emergency Response Event Medical Services	emergency services	Spirit Run		Accounts payable	368.75	7,153.33
	Bill	03/22/2024		Nancy Thompson	photography	Spirit Run		Accounts payable	350.00	7,503.33
	Bill	04/03/2024		chris Varvliotis	timing services	Spirit Run		Accounts payable	400.00	7,903.33
	Bill	04/03/2024		Irvine Timing	timing services	Spirit Run		Accounts payable	2,050.00	9,953.33
	Bill	04/03/2024		Thomas Trinh	timing services	Spirit Run		Accounts payable	400.00	10,353.33
	Bill	04/03/2024		Jackson Muniz	timing services	Spirit Run		Accounts payable	400.00	10,753.33
	Bill	04/03/2024		Louie Muniz	timing services	Spirit Run		Accounts payable	400.00	11,153.33
	Bill	04/03/2024		Bryan Pacheco	timing services	Spirit Run		Accounts payable	400.00	11,553.33
	Bill	04/03/2024		Megan Stuart	timing services	Spirit Run		Accounts payable	200.00	11,753.33
	Bill	04/10/2024		Steve Scott		Spirit Run		Accounts payable	1,000.00	12,753.33
	Deposit	05/06/2024		City Newport Beach	city share of Ware and 24/7	Spirit Run		Bank of America	-641.66	12,111.67
<b>Total Outside Services</b>									12,111.67	12,111.67
<b>Prizes</b>										
	Bill	03/18/2024		Henry Mcluckie	Elite Mile 1st place male	Spirit Run		Accounts payable	400.00	400.00
	Bill	03/18/2024		Carina Vijoen	Elite Mile 1st Female	Spirit Run		Accounts payable	400.00	800.00
	Bill	03/18/2024		Rikus Van Niekerk	Elite Mile 2nd Male	Spirit Run		Accounts payable	300.00	1,100.00
	Bill	03/18/2024		Hanna Hermanasson	Elite Mile 2nd Female	Spirit Run		Accounts payable	300.00	1,400.00
	Bill	03/18/2024		Anthony Raftis	Elite Mile 3rd Male	Spirit Run		Accounts payable	200.00	1,600.00
	Bill	03/18/2024		Vanessa Fraser	Elite Mile 3rd Female	Spirit Run		Accounts payable	200.00	1,800.00
	Bill	03/18/2024		christian Cushing Murray	Masters Mile 1st Male	Spirit Run		Accounts payable	125.00	1,925.00
	Bill	03/18/2024		Vivien Hymn	Masters Mile 1st Female	Spirit Run		Accounts payable	125.00	2,050.00
	Bill	03/18/2024		Adam Van Berckelaer	Masters Mile 2nd Male	Spirit Run		Accounts payable	75.00	2,125.00
	Bill	03/18/2024		Cambria Wu	Masters Mile 2nd Female	Spirit Run		Accounts payable	75.00	2,200.00
	Bill	03/18/2024		Luis Morales Lagunas	Masters Mile 3rd Male	Spirit Run		Accounts payable	50.00	2,250.00
	Bill	03/18/2024		Christy Peterson	Masters Mile 3rd Female	Spirit Run		Accounts payable	50.00	2,300.00
	Bill	03/18/2024		Carina Vijoen	Elite Mile Female bonus	Spirit Run		Accounts payable	300.00	2,600.00
	Bill	03/18/2024		Henry Mcluckie	5k 1st Male	Spirit Run		Accounts payable	250.00	2,850.00
	Bill	03/18/2024		Stevie Lawrence	5k 1st Female	Spirit Run		Accounts payable	250.00	3,100.00
	Bill	03/18/2024		Nick Spector	5k 2nd Male	Spirit Run		Accounts payable	150.00	3,250.00
	Bill	03/18/2024		Hanna Hermanasson	5k 2nd Female	Spirit Run		Accounts payable	150.00	3,400.00
	Bill	03/18/2024		Rikus Van Niekerk	5k 3rd Male	Spirit Run		Accounts payable	100.00	3,500.00
	Bill	03/18/2024		Casey Monoszlaj	5k 3rd Female	Spirit Run		Accounts payable	100.00	3,600.00
<b>Total Prizes</b>									3,600.00	3,600.00
<b>Race Supplies</b>										
	Bill	11/22/2023		Hasty Awards	deposit on event medals	Spirit Run		Accounts payable	922.50	922.50
	Bill	01/16/2024		Alibaba.com	St.Patrick's decorative eyeglasses and headbands to	Spirit Run		Accounts payable	800.59	1,723.09
	Bill	02/06/2024		Eredia	race bibs	Spirit Run		Accounts payable	372.91	2,096.00

Newport-Mesa Spirit Run, Inc.  
**Profit & Loss Detail**  
 July 2023 through June 2024

Type	Date	Num	Name	Memo	Class	Cir	Split	Amount	Balance
Bill	02/23/2024		Hasty Awards	balance owed event medals	Spirit Run		Accounts payable	922.50	3,018.50
Bill	02/27/2024		Printify	pay for print product	Spirit Run		Accounts payable	187.23	3,205.73
Bill	03/11/2024		PacificcaT-Shirts	event shirts	Spirit Run		Accounts payable	4,283.01	7,488.74
Bill	03/11/2024		Printify	pay for print product	Spirit Run		Accounts payable	69.09	7,557.83
Bill	03/14/2024		Printify		Spirit Run		Accounts payable	1.00	7,558.83
Bill	03/14/2024		Printify	pay for print product	Spirit Run		Accounts payable	20.32	7,579.15
Bill	03/15/2024		Printify	pay for print product	Spirit Run		Accounts payable	11.31	7,590.46
Bill	03/19/2024		Printify		Spirit Run		Accounts payable	1.00	7,591.46
Bill	03/19/2024		Printify	pay for print product	Spirit Run		Accounts payable	20.32	7,611.78
Bill	04/30/2024		Printify		Spirit Run		Accounts payable	27.80	7,639.58
Bill	04/30/2024		Printify		Spirit Run		Accounts payable	40.65	7,680.23
								<u>7,680.23</u>	<u>7,680.23</u>
								<u>80,846.62</u>	<u>80,846.62</u>
								<u>94,767.89</u>	<u>94,767.89</u>
								<u>1,656.04</u>	<u>1,656.04</u>
								<u>1,656.04</u>	<u>1,656.04</u>

  

Total Race Supplies								7,680.23	7,680.23
Total Race Related Expenses								80,846.62	80,846.62
Total Expense								94,767.89	94,767.89
Net Ordinary Income								1,656.04	1,656.04
<b>Net Income</b>								<b>1,656.04</b>	<b>1,656.04</b>

Newport-Mesa Spirit Run, Inc.  
Profit & Loss Detail  
July 2024 through June 2025

Ordinary Income/Expense	Type	Date	Num	Name	Memo	Class	Clr	Split	Amount	Balance
<b>Income</b>										
<b>Contributed support</b>										
<b>Indiv/business contribution</b>										
	Deposit	12/09/2024		Newport Harbor Exchange	Co Sponsor	Spirit Run		Bank of America	5,000.00	5,000.00
	Deposit	12/09/2024		Surfside Sports	Friend Sponsor	Spirit Run		Bank of America	250.00	5,250.00
	Deposit	01/17/2025		Starnes	Gold Patron Sponsor	Spirit Run		Bank of America	1,000.00	6,250.00
	Deposit	01/17/2025		Gold Arrow Camp	Product Sponsor	Spirit Run		Bank of America	1,000.00	7,250.00
	Deposit	01/17/2025		Nahin	Friend Family Sponsor	Spirit Run		Bank of America	250.00	7,500.00
	Deposit	01/22/2025		FletcherJones	Co Sponsor	Spirit Run		Bank of America	4,000.00	11,500.00
	Deposit	02/03/2025		City Newport Beach	5k Title	Spirit Run		Bank of America	26,000.00	37,500.00
	Deposit	02/03/2025		Daruty Family	Co Sponsor	Spirit Run		Bank of America	5,000.00	42,500.00
	Deposit	02/18/2025		Carol Crane	Friend Family	Spirit Run		Bank of America	250.00	42,750.00
	Deposit	02/18/2025		Ignatin Family	Gold Family	Spirit Run		Bank of America	1,000.00	43,750.00
	Deposit	02/18/2025		Keyes	Elite Sponsor	Spirit Run		Bank of America	1,000.00	44,750.00
	Deposit	02/19/2025		Pagliassotti	Friend Family Sponsor	Spirit Run		Bank of America	250.00	45,000.00
	Deposit	02/19/2025		Yelsey Family	Bronze Family Sponsor	Spirit Run		Bank of America	500.00	45,500.00
	Deposit	03/13/2025		PensionBenefits	Contributing Sponsor	Spirit Run		Bank of America	2,000.00	47,500.00
	Deposit	03/13/2025		Dave Kobrine	Elite Sponsor	Spirit Run		Bank of America	500.00	48,000.00
	Deposit	03/13/2025		Patt Kohler	Premium Family Sponsor	Spirit Run		Bank of America	1,500.00	49,500.00
	Deposit	04/01/2025		Fashion Island	CoSponsor	Spirit Run		Bank of America	2,000.00	51,500.00
	Deposit	04/01/2025		Michelle Barto	Bronze Sponsor	Spirit Run		Bank of America	500.00	52,000.00
	Deposit	06/12/2025		Scott Daruty	Elite Sponsorship by Daruty Family	Spirit Run		Bank of America	1,000.00	53,000.00
									<u>53,000.00</u>	<u>53,000.00</u>
<b>Total Indiv/business contribution</b>										
<b>Scholarship Don. Giving Page</b>										
	Deposit	02/04/2025		RunSignUp	Klein	Spirit Run		Bank of America	100.00	100.00
	Deposit	03/04/2025		RunSignUp	Crowther	Spirit Run		Bank of America	150.00	250.00
	Deposit	03/11/2025		RunSignUp	Duel	Spirit Run		Bank of America	150.00	400.00
	Deposit	03/18/2025		RunSignUp	Muirhead	Spirit Run		Bank of America	40.00	440.00
									<u>440.00</u>	<u>440.00</u>
<b>Total Scholarship Don. Giving Page</b>										
<b>Scholarship Don. Registration</b>										
	Deposit	12/03/2024		RunSignUp	Deposit	Spirit Run		Bank of America	10.00	10.00
	Deposit	02/04/2025		RunSignUp	Deposit	Spirit Run		Bank of America	100.00	110.00
	Deposit	03/04/2025		RunSignUp	Deposit	Spirit Run		Bank of America	25.00	135.00
	Deposit	03/11/2025		RunSignUp	Deposit	Spirit Run		Bank of America	10.00	145.00
	Deposit	03/18/2025		RunSignUp	Deposit	Spirit Run		Bank of America	170.00	315.00
									<u>315.00</u>	<u>315.00</u>
<b>Total Scholarship Don. Registration</b>										
<b>School Team Reg'n Donation</b>										
	Deposit	01/14/2025		RunSignUp	Pacific Academy	Spirit Run		Bank of America	20.00	20.00
	Deposit	01/28/2025		RunSignUp	Pacific Academy	Spirit Run		Bank of America	100.00	120.00
	Deposit	01/28/2025		RunSignUp	CDM High	Spirit Run		Bank of America	50.00	170.00
	Deposit	02/04/2025		RunSignUp	CDM High	Spirit Run		Bank of America	10.00	180.00
	Deposit	02/04/2025		RunSignUp	Waldorf	Spirit Run		Bank of America	60.00	240.00
	Deposit	02/04/2025		RunSignUp	Harbor View	Spirit Run		Bank of America	100.00	340.00
	Deposit	02/04/2025		RunSignUp	Pacific Academy	Spirit Run		Bank of America	30.00	370.00
	Deposit	02/11/2025		RunSignUp	CDM Middle	Spirit Run		Bank of America	20.00	390.00
	Deposit	02/18/2025		RunSignUp	Pacific Academy	Spirit Run		Bank of America	100.00	490.00
	Deposit	02/25/2025		RunSignUp	College Park Irvine	Spirit Run		Bank of America	10.00	500.00
	Deposit	02/25/2025		RunSignUp	CDM Middle	Spirit Run		Bank of America	10.00	510.00
	Deposit	03/04/2025		RunSignUp	Waldorf	Spirit Run		Bank of America	30.00	540.00
	Deposit	03/04/2025		RunSignUp	OC Grit	Spirit Run		Bank of America	60.00	600.00
	Deposit	03/04/2025		RunSignUp	Wilson	Spirit Run		Bank of America	10.00	610.00
	Deposit	03/11/2025		RunSignUp	Pacific Academy	Spirit Run		Bank of America	100.00	710.00
	Deposit	03/11/2025		RunSignUp	College Park Irvine	Spirit Run		Bank of America	10.00	720.00
	Deposit	03/11/2025		RunSignUp	OC Grit	Spirit Run		Bank of America	20.00	740.00
	Deposit	03/18/2025		RunSignUp	Eastbluff	Spirit Run		Bank of America	40.00	780.00
	Deposit	03/18/2025		RunSignUp	Harbor View	Spirit Run		Bank of America	5.00	785.00
	Deposit	03/18/2025		RunSignUp	CASA	Spirit Run		Bank of America	5.00	790.00
	Deposit	03/18/2025		RunSignUp	Waldorf	Spirit Run		Bank of America	20.00	810.00
	Deposit	03/18/2025		RunSignUp	Pacific Academy	Spirit Run		Bank of America	20.00	830.00
									<u>830.00</u>	<u>830.00</u>
<b>Total School Team Reg'n Donation</b>										
<b>School/Team Don. Giving Page</b>										
	Deposit	02/18/2025		RunSignUp	Waldorf	Spirit Run		Bank of America	390.00	390.00
	Deposit	03/11/2025		RunSignUp	Waldorf	Spirit Run		Bank of America	150.00	540.00
	Deposit	03/18/2025		RunSignUp	Waldorf	Spirit Run		Bank of America	20.00	560.00
									<u>560.00</u>	<u>560.00</u>
<b>Total School/Team Don. Giving Page</b>										
<b>Total Contributed support</b>										
									<u>55,145.00</u>	<u>55,145.00</u>

Newport-Mesa Spirit Run, Inc.  
Profit & Loss Detail  
July 2024 through June 2025

Type	Date	Num	Name	Memo	Class	Clr	Split	Amount	Balance
<b>Earned revenues</b>									
<b>Event Shirt Revenue</b>									
Deposit	01/07/2025		RunSignUp	Deposit	Spirit Run		Bank of America	45.00	45.00
Deposit	01/14/2025		RunSignUp	Deposit	Spirit Run		Bank of America	45.00	90.00
Deposit	01/21/2025		RunSignUp	Deposit	Spirit Run		Bank of America	45.00	135.00
Deposit	01/28/2025		RunSignUp	Deposit	Spirit Run		Bank of America	45.00	180.00
Deposit	02/04/2025		RunSignUp	Youth upgrades	Spirit Run		Bank of America	75.00	255.00
Deposit	02/04/2025		RunSignUp	Deposit	Spirit Run		Bank of America	30.00	285.00
Deposit	02/11/2025		RunSignUp	Deposit	Spirit Run		Bank of America	15.00	300.00
Deposit	02/18/2025		RunSignUp	Deposit	Spirit Run		Bank of America	45.00	345.00
Deposit	02/20/2025		Shopify	Deposit	Spirit Run		Bank of America	87.69	432.69
Deposit	02/25/2025		RunSignUp	Youth Upgrade	Spirit Run		Bank of America	30.00	462.69
Deposit	02/25/2025		RunSignUp	Deposit	Spirit Run		Bank of America	62.00	524.69
Deposit	03/04/2025		RunSignUp	Youth Upgrade	Spirit Run		Bank of America	105.00	629.69
Deposit	03/04/2025		RunSignUp	Deposit	Spirit Run		Bank of America	150.00	779.69
Deposit	03/11/2025		RunSignUp	Youth Upgrade	Spirit Run		Bank of America	105.00	884.69
Deposit	03/11/2025		RunSignUp	Deposit	Spirit Run		Bank of America	105.00	989.69
Deposit	04/01/2025		Shopify	Deposit	Spirit Run		Bank of America	24.50	1,014.19
Bill	06/18/2025		T Liu	refund spirit shop item plus shipping	Spirit Run		Accounts payable	-33.00	981.19
								<u>981.19</u>	<u>981.19</u>
<b>Total Event Shirt Revenue</b>									
<b>Expo Booth/Insert Fees</b>									
Deposit	12/19/2024		Pacific Academy	Deposit	Spirit Run		Bank of America	498.77	498.77
Deposit	01/30/2025		Marque	Deposit	Spirit Run		Bank of America	498.77	997.54
Deposit	02/03/2025		City Newport Beach	Camp Newport	Spirit Run		Bank of America	4,000.00	4,997.54
Deposit	02/06/2025		Kaleo Marketing	Deposit	Spirit Run		Bank of America	498.77	5,496.31
Deposit	02/13/2025		Priestley	Deposit	Spirit Run		Bank of America	498.77	5,995.08
Deposit	02/13/2025		Orange Theory Fitness	Deposit	Spirit Run		Bank of America	498.77	6,493.85
Deposit	02/20/2025		BlueJay Bikes	Deposit	Spirit Run		Bank of America	498.77	6,992.62
Deposit	02/27/2025		Winning Ways	Deposit	Spirit Run		Bank of America	498.77	7,491.39
Deposit	03/06/2025		Barrys	Deposit	Spirit Run		Bank of America	256.02	7,747.41
								<u>7,747.41</u>	<u>7,747.41</u>
<b>Total Expo Booth/Insert Fees</b>									
<b>Expo Race Day revenue</b>									
Deposit	05/28/2025		Scott Daruty	bumper car collections	Spirit Run		Bank of America	0.00	0.00
Deposit	06/12/2025		Scott Daruty	Deposit collections from bumper cars	Spirit Run		Bank of America	270.00	270.00
								<u>270.00</u>	<u>270.00</u>
<b>Total Expo Race Day revenue</b>									
<b>Registration Fees Online</b>									
<b>Holdbacks</b>									
Deposit	12/03/2024		RunSignUp	Deposit	Spirit Run		Bank of America	-200.00	-200.00
Deposit	03/18/2025		RunSignUp	repay holdback held back initially	Spirit Run		Bank of America	200.00	0.00
								<u>0.00</u>	<u>0.00</u>
<b>Total Holdbacks</b>									
<b>Online Registration - Discounts</b>									
Deposit	12/03/2024		RunSignUp	Deposit	Spirit Run		Bank of America	-63.00	-63.00
Deposit	12/24/2024		RunSignUp	Deposit	Spirit Run		Bank of America	-6.75	-69.75
Deposit	01/07/2025		RunSignUp	Deposit	Spirit Run		Bank of America	-13.50	-83.25
Deposit	01/21/2025		RunSignUp	Deposit	Spirit Run		Bank of America	-17.25	-100.50
Deposit	01/28/2025		RunSignUp	Deposit	Spirit Run		Bank of America	-24.75	-125.25
Deposit	02/04/2025		RunSignUp	Deposit	Spirit Run		Bank of America	-106.88	-232.13
Deposit	02/11/2025		RunSignUp	Deposit	Spirit Run		Bank of America	-86.75	-318.88
Deposit	02/18/2025		RunSignUp	Deposit	Spirit Run		Bank of America	-4.50	-323.38
Deposit	02/25/2025		RunSignUp	Deposit	Spirit Run		Bank of America	-55.50	-378.88
Deposit	03/04/2025		RunSignUp	Deposit	Spirit Run		Bank of America	-266.25	-645.13
Deposit	03/11/2025		RunSignUp	Deposit	Spirit Run		Bank of America	-143.50	-788.63
Deposit	03/18/2025		RunSignUp	Deposit	Spirit Run		Bank of America	-287.00	-1,075.63
								<u>-1,075.63</u>	<u>-1,075.63</u>
<b>Total Online Registration - Discounts</b>									
<b>Registration Fees Online - Other</b>									
Deposit	12/03/2024		RunSignUp	Deposit	Spirit Run		Bank of America	315.00	315.00
Deposit	12/24/2024		RunSignUp	Deposit	Spirit Run		Bank of America	45.00	360.00
Deposit	12/31/2024		RunSignUp	Deposit	Spirit Run		Bank of America	165.00	525.00
Deposit	01/07/2025		RunSignUp	Deposit	Spirit Run		Bank of America	300.00	825.00
Deposit	01/14/2025		RunSignUp	Deposit	Spirit Run		Bank of America	420.00	1,245.00
Deposit	01/21/2025		RunSignUp	Deposit	Spirit Run		Bank of America	510.00	1,755.00
Deposit	01/28/2025		RunSignUp	Deposit	Spirit Run		Bank of America	510.00	2,265.00
Deposit	02/04/2025		RunSignUp	Deposit	Spirit Run		Bank of America	2,555.00	4,820.00
Deposit	02/04/2025		RunSignUp	held for FOH flags to pay to Exchange Club	Spirit Run		Bank of America	250.00	5,070.00
Deposit	02/11/2025		RunSignUp	Deposit	Spirit Run		Bank of America	1,290.00	6,360.00
Deposit	02/11/2025		RunSignUp	Refund	Spirit Run		Bank of America	-20.00	6,340.00
Deposit	02/18/2025		RunSignUp	Deposit	Spirit Run		Bank of America	1,450.00	7,790.00

Newport-Mesa Spirit Run, Inc.  
Profit & Loss Detail  
July 2024 through June 2025

Type	Date	Num	Name	Memo	Class	Clr	Split	Amount	Balance
Deposit	02/25/2025		RunSignUp	Deposit	Spirit Run		Bank of America	1,255.00	9,045.00
Deposit	02/25/2025		RunSignUp	FOH flags to pay to Exchange Club	Spirit Run		Bank of America	100.00	9,145.00
Deposit	03/04/2025		RunSignUp	Deposit	Spirit Run		Bank of America	3,855.00	13,000.00
Deposit	03/11/2025		RunSignUp	Deposit	Spirit Run		Bank of America	3,555.00	16,555.00
Deposit	03/11/2025		RunSignUp	FOH Flag pay to Exchange Club	Spirit Run		Bank of America	50.00	16,605.00
Deposit	03/18/2025		RunSignUp	Deposit	Spirit Run		Bank of America	7,985.00	24,590.00
Deposit	03/18/2025		RunSignUp	FOH flags pay to Exchange Club	Spirit Run		Bank of America	50.00	24,640.00
Deposit	03/18/2025		RunSignUp	adjustment	Spirit Run		Bank of America	17.26	24,657.26
General Journal	03/18/2025	NMSR 20-37	Wilson Elementary	Record youth scholarship incl shirt	Spirit Run		Receivable Wilson Elementary	810.00	25,467.26
General Journal	03/18/2025	NMSR 20-38	Elites	incl a few shirts	Spirit Run		Receivable Elite Athletes	1,196.00	26,663.26
Bill	04/11/2025		Exchange Club Charitable Foundation	pay funds collected for FOH Flags	Spirit Run		Accounts payable	-450.00	26,213.26
Total Registration Fees Online - Other								26,213.26	26,213.26
Total Registration Fees Online								25,137.63	25,137.63
Total Earned revenues								34,136.23	34,136.23
Total Income								89,281.32	89,281.32
Gross Profit								89,281.32	89,281.32
<b>Expense</b>									
<b>Business expenses</b>									
<b>Organizational (corp) expenses</b>									
Bill	09/30/2024		Department of Justice	RRF-1 fee for fye 6/30/2023	Spirit Run		Accounts payable	50.00	50.00
Bill	11/15/2024		Department of Justice		Spirit Run		Accounts payable	50.00	100.00
Total Organizational (corp) expenses								100.00	100.00
Total Business expenses								100.00	100.00
<b>Grant &amp; contract expense</b>									
<b>Grants to other organizations</b>									
General Journal	03/18/2025	NMSR 20-39	Wilson Elementary	donate entries to Wilson	Spirit Run		Receivable Wilson Elementary	810.00	810.00
General Journal	03/18/2025	NMSR 20-40	Elites	donate entries to elites	Spirit Run		Receivable Elite Athletes	1,196.00	2,006.00
Bill	06/18/2025		CASA Orange County		Spirit Run		Accounts payable	100.00	2,106.00
Bill	06/18/2025		OC Grit		Spirit Run		Accounts payable	1,000.00	3,106.00
Bill	06/18/2025		Newport Mesa Unified School District		Spirit Run		Accounts payable	1,760.00	4,866.00
Bill	06/18/2025		Corona del Mar Associated Student Body	jazz band	Spirit Run		Accounts payable	250.00	5,116.00
Bill	06/18/2025		Corona del Mar Associated Student Body	drumline	Spirit Run		Accounts payable	250.00	5,366.00
Bill	06/18/2025		College Park Elementary Irvine PTA		Spirit Run		Accounts payable	300.00	5,666.00
Bill	06/18/2025		Pacific Academy Costa Mesa PTO		Spirit Run		Accounts payable	1,750.00	7,416.00
Bill	06/18/2025		Waldorf School Orange County 1		Spirit Run		Accounts payable	1,750.00	9,166.00
Bill	06/18/2025		City Newport Beach	NBJGs donation	Spirit Run		Accounts payable	250.00	9,416.00
Bill	06/30/2025		Orange County Ghostbusters of California		Spirit Run		Accounts payable	250.00	9,666.00
Total Grants to other organizations								9,666.00	9,666.00
Total Grant & contract expense								9,666.00	9,666.00
<b>Misc expenses</b>									
<b>Other expenses</b>									
Bill	08/19/2024		Dropbox		Spirit Run		Accounts payable	13.11	13.11
Bill	10/15/2024		USPS	post office box renewal	Spirit Run		Accounts payable	150.00	163.11
Bill	12/05/2024		Shopify		Spirit Run		Accounts payable	29.00	192.11
Bill	12/16/2024		Dropbox		Spirit Run		Accounts payable	159.87	351.98
Bill	01/03/2025		Shopify		Spirit Run		Accounts payable	29.00	380.98
Bill	02/03/2025		Shopify		Spirit Run		Accounts payable	29.00	409.98
Bill	03/04/2025		Shopify		Spirit Run		Accounts payable	29.00	438.98
Bill	04/03/2025		Shopify		Spirit Run		Accounts payable	7.67	446.65
Bill	05/05/2025		Shopify		Spirit Run		Accounts payable	9.00	455.65
Bill	06/02/2025		Shopify		Spirit Run		Accounts payable	9.00	464.65
Total Other expenses								464.65	464.65
Total Misc expenses								464.65	464.65
<b>Non-personnel expenses</b>									
<b>Bank Charges</b>									
Bill	07/02/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	10.00
Bill	08/02/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	20.00
Bill	09/03/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	30.00
Bill	10/02/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	40.00
Bill	11/04/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	50.00
Bill	12/03/2024		Authnet Gateway		Spirit Run		Accounts payable	10.00	60.00
Bill	01/02/2025		Authnet Gateway		Spirit Run		Accounts payable	10.00	70.00
Bill	02/04/2025		Authnet Gateway		Spirit Run		Accounts payable	10.00	80.00
Bill	03/04/2025		Authnet Gateway		Spirit Run		Accounts payable	10.00	90.00
Bill	04/02/2025		Authnet Gateway		Spirit Run		Accounts payable	10.00	100.00
Bill	05/02/2025		Authnet Gateway		Spirit Run		Accounts payable	10.00	110.00

Newport-Mesa Spirit Run, Inc.  
Profit & Loss Detail  
July 2024 through June 2025

Type	Date	Num	Name	Memo	Class	Clr	Split	Amount	Balance
Bill	06/03/2025		Authnet Gateway		Spirit Run		Accounts payable	10.00	120.00
Total Bank Charges								120.00	120.00
Total Non-personnel expenses								120.00	120.00
<b>Other personnel expenses</b>									
<b>Accounting fees</b>									
Bill	09/30/2024		DiBella Halsig Accountancy Corp	Tax return services fye 2023	Spirit Run		Accounts payable	1,000.00	1,000.00
Bill	02/03/2025		DiBella Halsig Accountancy Corp	tax return	Spirit Run		Accounts payable	1,000.00	2,000.00
Total Accounting fees								2,000.00	2,000.00
Total Other personnel expenses								2,000.00	2,000.00
<b>Race Related Expenses</b>									
<b>Advertising &amp; Promotion</b>									
<b>Elite Athlete</b>									
Bill	03/13/2025		Alexa's Food Truck	breakfast burritos and sandwiches for elite athletes	Spirit Run		Accounts payable	300.00	300.00
Total Elite Athlete								300.00	300.00
<b>Email Blast</b>									
Bill	07/22/2024		ConstantContact		Spirit Run		Accounts payable	9.50	9.50
Bill	07/22/2024		ConstantContact		Spirit Run		Accounts payable	9.50	19.00
Bill	08/21/2024		ConstantContact		Spirit Run		Accounts payable	9.50	28.50
Bill	09/23/2024		ConstantContact		Spirit Run		Accounts payable	9.50	38.00
Bill	10/21/2024		ConstantContact		Spirit Run		Accounts payable	9.50	47.50
Bill	11/05/2024		ConstantContact		Spirit Run		Accounts payable	12.25	59.75
Bill	11/21/2024		ConstantContact		Spirit Run		Accounts payable	152.00	211.75
Bill	12/23/2024		ConstantContact		Spirit Run		Accounts payable	152.00	363.75
Bill	01/21/2025		ConstantContact		Spirit Run		Accounts payable	91.20	454.95
Bill	02/21/2025		ConstantContact		Spirit Run		Accounts payable	91.20	546.15
Bill	03/21/2025		ConstantContact		Spirit Run		Accounts payable	91.20	637.35
Bill	04/21/2025		ConstantContact		Spirit Run		Accounts payable	91.20	728.55
Bill	05/21/2025		ConstantContact		Spirit Run		Accounts payable	91.20	819.75
Bill	06/23/2025		ConstantContact		Spirit Run		Accounts payable	9.50	829.25
Total Email Blast								829.25	829.25
<b>Online Advertising</b>									
Bill	01/17/2025		Bring Back the Mile.com	online advertising	Spirit Run		Accounts payable	359.00	359.00
Bill	02/18/2025		QR Code Generator		Spirit Run		Accounts payable	119.88	478.88
Bill	03/26/2025		RaceGrader		Spirit Run		Accounts payable	500.00	978.88
Bill	04/14/2025		Race Check	race review service	Spirit Run		Accounts payable	372.00	1,350.88
Total Online Advertising								1,350.88	1,350.88
<b>Posters and Signage</b>									
Bill	05/28/2025		OCDE	posters, banners, race day info sheets and signage	Spirit Run		Accounts payable	247.83	247.83
Total Posters and Signage								247.83	247.83
<b>Website</b>									
Bill	09/04/2024		Squarespace, Inc.		Spirit Run		Accounts payable	276.00	276.00
Bill	10/15/2024		Squarespace, Inc.		Spirit Run		Accounts payable	20.00	296.00
Total Website								296.00	296.00
Total Advertising & Promotion								3,023.96	3,023.96
<b>City of Newport Beach Expenses</b>									
Bill	12/11/2024		City Newport Beach	permit fee	Spirit Run		Accounts payable	3,123.00	3,123.00
Bill	03/13/2025		City Newport Beach	temporary business license tax	Spirit Run		Accounts payable	207.00	3,330.00
Bill	05/27/2025		City Newport Beach	Police and other city staff	Spirit Run		Accounts payable	8,138.27	11,468.27
Total City of Newport Beach Expenses								11,468.27	11,468.27
<b>Equipment Rental</b>									
Bill	01/27/2025		Emerald Isle Entertainment	50% deposit on bumper cars	Spirit Run		Accounts payable	725.00	725.00
Bill	03/07/2025		Diamond Environmental	porta potties	Spirit Run		Accounts payable	2,121.00	2,846.00
Bill	03/11/2025		AngelComm	sound equipment	Spirit Run		Accounts payable	5,895.00	8,741.00
Bill	03/15/2025		UHaul	truck to move shirts, signs, other race day materials f	Spirit Run		Accounts payable	221.40	8,962.40
Bill	03/19/2025		BigTop	temporary business license tax	Spirit Run		Accounts payable	5,104.33	14,066.73
Bill	03/25/2025		Emerald Isle Entertainment	balance due bumper cars	Spirit Run		Accounts payable	725.00	14,791.73
Bill	03/26/2025		TimeManagement		Spirit Run		Accounts payable	345.00	15,136.73
Deposit	04/01/2025		City Newport Beach	City share of Diamond Environmental	Spirit Run		Bank of America	-1,060.00	14,076.73
Bill	04/01/2025		DayWireless		Spirit Run		Accounts payable	431.71	14,508.44
Deposit	04/08/2025		DayWireless	reverse use of debit card that shouldn't have been dor	Spirit Run		Bank of America	-431.71	14,076.73
Total Equipment Rental								14,076.73	14,076.73
<b>Event Consultant</b>									
Bill	01/21/2025		Book That Event	1st installment	Spirit Run		Accounts payable	2,000.00	2,000.00
Bill	02/03/2025		Book That Event	2nd installment	Spirit Run		Accounts payable	3,500.00	5,500.00
Bill	03/04/2025		Book That Event		Spirit Run		Accounts payable	4,500.00	10,000.00
Bill	03/26/2025		TimeManagement		Spirit Run		Accounts payable	800.00	10,800.00

Newport-Mesa Spirit Run, Inc.  
Profit & Loss Detail  
July 2024 through June 2025

Type	Date	Num	Name	Memo	Class	Clr	Split	Amount	Balance
Bill	04/08/2025		Book That Event	final installment exci reimbursables	Spirit Run		Accounts payable	9,000.00	19,800.00
Bill	04/11/2025		Book That Event		Spirit Run		Accounts payable	944.08	20,744.08
Total Event Consultant								20,744.08	20,744.08
<b>Insurance</b>									
Bill	01/03/2025		RRCA	renewal fee and event insurance	Spirit Run		Accounts payable	1,298.90	1,298.90
Deposit	04/01/2025		City Newport Beach	City share of additional insurance	Spirit Run		Bank of America	-850.00	448.90
Bill	05/28/2025		Insurance Management Group	excess liability insurance	Spirit Run		Accounts payable	1,700.00	2,148.90
Total Insurance								2,148.90	2,148.90
<b>Outside Services</b>									
Bill	03/13/2025		WareDisposal	partial payment	Spirit Run		Accounts payable	160.00	160.00
Bill	03/13/2025		WareDisposal	partial payment	Spirit Run		Accounts payable	520.00	680.00
Bill	03/13/2025		WareDisposal	partial payment	Spirit Run		Accounts payable	180.00	860.00
Bill	03/19/2025		Emergency Response Event Medical Services		Spirit Run		Accounts payable	366.00	1,226.00
Bill	03/19/2025		24/7 Security	overnight security	Spirit Run		Accounts payable	794.00	2,020.00
Bill	03/19/2025		Nancy Thompson	photography	Spirit Run		Accounts payable	350.00	2,370.00
Bill	03/19/2025		Joe Donaldson Designs	traffic plan update	Spirit Run		Accounts payable	250.00	2,620.00
Bill	03/20/2025		Irvine Timing	race timing	Spirit Run		Accounts payable	3,675.00	6,295.00
Bill	03/22/2025		Rudy Novotny	race accoucher	Spirit Run		Accounts payable	575.00	6,870.00
Bill	03/26/2025		Joe Katchka	photography	Spirit Run		Accounts payable	550.00	7,420.00
Deposit	04/01/2025		City Newport Beach	City share of Ware Disposal and 24/7 Security	Spirit Run		Bank of America	-747.00	6,673.00
Bill	04/08/2025		Pacific Traffic Control	labor and supplies to set up cones, barricades, etc.in	Spirit Run		Accounts payable	8,871.79	15,544.79
Bill	05/01/2025		Steve Scott		Spirit Run		Accounts payable	1,000.00	16,544.79
Total Outside Services								16,544.79	16,544.79
<b>Prizes</b>									
Bill	03/16/2025		Joshua Sealand	2nd place male elite mile	Spirit Run		Accounts payable	250.00	250.00
Bill	03/16/2025		Ian Crocker	3rd place male elite mile	Spirit Run		Accounts payable	175.00	425.00
Bill	03/16/2025		Hanna Hermanasson	1st place female elite mile	Spirit Run		Accounts payable	400.00	825.00
Bill	03/16/2025		Casey Monoszlay	2nd place female elite mile	Spirit Run		Accounts payable	250.00	1,075.00
Bill	03/16/2025		Sarah Adler	3rd place female elite mile	Spirit Run		Accounts payable	175.00	1,250.00
Bill	03/16/2025		Nelson Palacios	1st place male masters mile	Spirit Run		Accounts payable	100.00	1,350.00
Bill	03/16/2025		Adam Van Berckelaer	2nd place male masters mile	Spirit Run		Accounts payable	75.00	1,425.00
Bill	03/16/2025		Patrick Pence	3rd place male masters mile	Spirit Run		Accounts payable	50.00	1,475.00
Bill	03/16/2025		Cambria Wu	1st place female masters mile	Spirit Run		Accounts payable	100.00	1,575.00
Bill	03/16/2025		Kim Chan	2nd place female masters mile (paid that way but was	Spirit Run		Accounts payable	75.00	1,650.00
Bill	03/16/2025		Lori Preston	3rd place female masters mile (paid that way but was	Spirit Run		Accounts payable	50.00	1,700.00
Bill	03/16/2025		Arturs Medved	1st place male 5k	Spirit Run		Accounts payable	200.00	1,900.00
Bill	03/16/2025		daniel Krasemann	2nd place male 5k	Spirit Run		Accounts payable	125.00	2,025.00
Bill	03/16/2025		Ian Crocker	3rd place male 5k	Spirit Run		Accounts payable	75.00	2,100.00
Bill	03/16/2025		Casey Monoszlay	1st place female 5k	Spirit Run		Accounts payable	200.00	2,300.00
Bill	03/16/2025		Hanna Hermanasson	2nd place female 5k	Spirit Run		Accounts payable	125.00	2,425.00
Bill	03/16/2025		Sara Passani	3rd place female 5k	Spirit Run		Accounts payable	75.00	2,500.00
Bill	03/16/2025		Arturs Medved	1st place male elite mile	Spirit Run		Accounts payable	400.00	2,900.00
Bill	03/16/2025		Liz Guerrini	2nd place female masters mile - initially omitted from i	Spirit Run		Accounts payable	75.00	2,975.00
Total Prizes								2,975.00	2,975.00
<b>Race Supplies</b>									
Bill	11/12/2024		Hasty Awards	finisher medals 50% deposit	Spirit Run		Accounts payable	922.50	922.50
Bill	01/10/2025		Allibaba.com	St. Paddy's giveaways	Spirit Run		Accounts payable	489.18	1,411.68
Bill	02/11/2025		Emedia	race bibs	Spirit Run		Accounts payable	373.72	1,785.40
Bill	02/14/2025		Hasty Awards	finisher medals balance of payment	Spirit Run		Accounts payable	922.50	2,707.90
Bill	02/20/2025		Printify		Spirit Run		Accounts payable	78.11	2,786.01
Bill	03/04/2025		Printify		Spirit Run		Accounts payable	38.73	2,824.74
Bill	03/04/2025		Printify		Spirit Run		Accounts payable	58.37	2,883.11
Bill	03/04/2025		Printify		Spirit Run		Accounts payable	34.53	2,917.64
Bill	03/13/2025		PacificAT-Shirts	event shirts	Spirit Run		Accounts payable	3,808.05	6,725.69
Bill	03/17/2025		Smart&Final	race day beverages, food, and supplies	Spirit Run		Accounts payable	432.52	7,158.21
Bill	03/18/2025		Sprouts	finish line fruit, etc.	Spirit Run		Accounts payable	138.00	7,296.21
Bill	03/18/2025		Panera Bread	vip bagels and cream cheese	Spirit Run		Accounts payable	57.93	7,354.14
Bill	04/01/2025		Printify		Spirit Run		Accounts payable	23.56	7,377.70
Total Race Supplies								7,377.70	7,377.70
Total Race Related Expenses								78,359.43	78,359.43
Total Expense								90,710.08	90,710.08
Net Ordinary Income								-1,428.76	-1,428.76
<b>Net Income</b>								<b>-1,428.76</b>	<b>-1,428.76</b>

# **SIGNATURE EVENT APPLICATION**

Miracle Makers International Film Festival

## Special Event Support Application - Signature Events

Reference #	17945002
Status	Complete
Login Username	info@miraclemakersiff.com
Login Email	info@miraclemakersiff.com
Name of Applicant Organization:	Givsum Foundation (Fiscal Sponsor for Miracle Makers International Film Festival)
First Name	Erin
Last Name	Miracle
Title / Affiliation:	Founder & Festival Director, Miracle Makers International Film Festival
Full Mailing Address of Organization:	Givsum Foundation 2070 Meadow View Lane Costa Mesa, CA 92627
Phone Number	818-235-6165
Email Address	<a href="mailto:info@miraclemakersiff.com">info@miraclemakersiff.com</a>
Type of Nonprofit Entity:	501(c)(3) Fiscal Sponsor (Givsum Foundation)
State of California Entity Number (if applicable):	27-3460415
Signatory 1 - Name	Shawn Wehan
Signatory 1 - Title	Chair of the Board
Signatory 2 - Name	Kristin Epperson
Signatory 2 - Title	Secretary
Entity Address (if different from mailing address):	Same
Name of Event:	Miracle Makers International Film Festival
Event Date(s):	9/2/2026 - 9/6/2026
Is this an annual event?	yes
Event location(s)/venue(s) in Newport Beach:	Regal Edwards Big Newport & RPX, Newport Beach, California, with an Awards Show Gala

Dinner at a Newport Beach venue (final venue in coordination with Visit Newport Beach and local partners such as Hyatt properties, Balboa Bay Resort, and others)

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**Is at least 51 percent of this event - in its entirety - within Newport Beach?** Yes

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**Type of event (Check one):** Art/Culture

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**Total Attendees (Spectators + Participants)** 3500

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**Have you held this event before?** Yes

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**If yes, what years?** 2021 and 2023

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**Have you previously received City support for this or any other event sponsored by your organization?** No

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**If no, please provide the level of support you are applying for:** \$50,000.00

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**Approximate impact on Newport Beach businesses:**

Miracle Makers International Film Festival is expected to generate meaningful economic impact for Newport Beach through both immediate and sustained investment in local businesses. Grant funding will be directly and rapidly reinvested into Newport Beach expenditures in advance of the event, including venue rental, marketing, promotion and media outreach, printing, red carpet and event infrastructure, awards production, and related services, as well as professional services such as public relations, security, insurance, and accounting. This ensures that City support is circulated back into the local economy immediately, supporting businesses in the critical months leading up to the festival.

With projected attendance of approximately 3,500 participants, including regional and out-of-town visitors, the five-day festival is designed to

drive multi-day visitation and overnight stays. The festival is actively working with Visit Newport Beach to coordinate hotel room blocks and support both lodging and venue placement for the awards show, strengthening its contribution to the City's hospitality sector.

A core priority is directing spending toward Newport Beach and Orange County-based businesses wherever possible. The festival is actively engaging with Newport Beach Chamber of Commerce leadership and its network of local businesses to secure services across design, printing, marketing, and event operations. The festival is also in discussions with a Newport Beach Chamber member gallery to host a supplemental fundraising and networking event designed to engage Orange County-based community leaders and patrons, further strengthening local participation...

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... and economic activity.

The festival is also committed to prioritizing local hiring, with staff, contractors, and technical crew sourced primarily from Newport Beach and the broader Orange County area wherever possible. This includes event production, technical support, media, and hospitality roles, further ensuring that both pre-event and on-site expenditures support the local workforce.

The festival will be hosted at Regal Edwards Newport Beach, creating direct economic activity through venue use, staffing, and surrounding business engagement, while bringing consistent foot traffic to the area over five days. In addition, the festival will feature approximately 25 to 30 vendor booths, creating direct opportunities for

local businesses to engage with attendees, creators, and industry professionals, generating both visibility and revenue opportunities.

The event's expanding network further supports regional draw and economic activity, including executive producer Darren Moorman of The Hill starring Dennis Quaid, collaboration with the Fellowship of Christian Athletes, Hollywood Prayer Network and its network of more than 10,000 industry professionals, Hollywood Impact Studios, and Sharon Lawrence, Vice President of the SAG-AFTRA Foundation. The festival is also in active discussions with Collide Distribution and established filmmakers, including projects connected to the Kooman Brothers, which are expected to further strengthen programming, increase audience draw, and expand media visibility leading into the event. The festival is also developing relationships with local academic institutions, including Biola University, to support student...

... engagement, internships, and participation in the event.

Unlike traditional film festivals, Miracle Makers International Film Festival is intentionally designed with both faith-based and open categories, creating an inclusive platform that welcomes a broad range of creators and audiences. This structure expands participation beyond traditional film audiences to include content creators, influencers, authors, podcasters, and digital media professionals, each bringing their own established audiences and networks. It also creates opportunities for engagement with churches and faith communities while remaining broadly accessible

across diverse audiences and industry sectors.

As a result, the festival benefits from a built-in amplification effect, where participating creators, organizations, and communities contribute to marketing reach, audience growth, and overall visibility. This organic expansion drives increased attendance, extended engagement, and additional local spending, further strengthening the festival's economic impact.

Collectively, these efforts are designed to drive increased visitation, strengthen local business engagement, support the local workforce, and ensure that grant funding produces both immediate and measurable economic impact within Newport Beach.

**Media Impressions:**

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Estimated Media Impressions:

750,000–1,200,000+

Media reach for Miracle Makers International Film Festival is driven through a combination of confirmed talent, organizational partnerships, and participating creators with built-in audiences. Host Nick Peterson brings a social audience of more than 245,000 followers, with additional reach generated through Hollywood Prayer Network and its network of more than 10,000 industry professionals, as well as creators and comedians such as Paul Elia, with an audience approaching 200,000 followers.

The festival's visibility continues to expand through partnerships and programming connected to executive producer Darren Moorman, the Fellowship of Christian Athletes, the largest sports ministry in the world, MovieNight, and other collaborators. The festival

is also in active discussions with Collide Distribution, a company with a strong background in marketing and distributing faith-based films, and established filmmakers, including projects by the Kooman Brothers. These relationships are expected to further increase audience reach and media visibility leading into the event.

With participation across more than 80 categories, including filmmakers, content creators, authors, podcasters, and influencers, the festival benefits from cumulative organic promotion across multiple platforms. Each participating creator contributes their own audience and network, creating a multiplier effect that expands reach beyond traditional marketing efforts. Confirmed industry participants such as Sharon Lawrence, Vice President of the SAG-AFTRA Foundation, further strengthen credibility and...

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... visibility.

Additional exposure is supported through targeted regional marketing in Newport Beach and Orange County, with continued growth anticipated as partnerships with local marketing and promotional teams are activated.

This estimate reflects current confirmed and developing participation and partnerships, with additional creators, organizations, and collaborators being added on an ongoing basis. As the festival continues to build momentum, total media reach is expected to grow accordingly.

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**Please list any fees charged to the public**

Miracle Makers International Film Festival

entering the event as a participant or as a spectator.

includes both paid and free public access opportunities. Ticketing is structured across multiple tiers to balance accessibility with premium experiences, including individual screenings (approximately \$18–\$35), day passes (approximately \$85–\$125), all-access passes (approximately \$325–\$450), and VIP packages (approximately \$475–\$650). An awards gala dinner will be available either as part of VIP packages or as a separately ticketed experience (approximately \$150–\$225).

Discounted pricing is offered for students and select participants. In addition, the festival will provide a meaningful number of complimentary passes and waived access through community partners, student groups, and mission-aligned organizations to ensure broader public participation, particularly for individuals who may not otherwise have access.

This tiered and community-supported approach is designed to maintain financial sustainability while ensuring that the festival remains accessible to a diverse audience, including emerging creators, local community members, and underserved groups.

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**Portion of money raised or made donated:**

For the upcoming festival, the organization will incorporate both direct and in-kind charitable contributions. While the primary purpose of the event is not fundraising, a meaningful portion of value generated will be allocated toward community access through complimentary tickets and waived admission provided to students, nonprofit partners, and individuals who may not otherwise be able to attend.

In addition, the festival will collaborate with

mission-aligned nonprofit organizations to integrate charitable elements into select programming and partnerships where appropriate. These combined efforts are designed to support community impact, expand access, and contribute meaningful value beyond the event's core operations, while remaining aligned with the overall mission and structure of the festival.

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**Describe what, if any, portion of the event is FREE to the public.**

Select portions of the event will be accessible to the public at no cost, including common areas within the venue where attendees may engage with festival programming elements and vendor exhibits alongside ticketed audiences.

The festival will also provide a limited and intentional allocation of complimentary tickets and waived access through student outreach, community partners, and mission-aligned organizations, including select churches and nonprofit groups, to support broader participation while maintaining the overall ticketed structure of the event.

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**What is the total expenditure budget specifically for this event?**

298,225.00

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**What is the total anticipated gross revenue specifically from this event?**

298,225.00

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**To be eligible to receive City support, the applicant must demonstrate that the event is not financially dependent on receiving City grant funds. How will receiving a grant from the City of Newport Beach help to elevate the overall event?**

Miracle Makers International Film Festival is supported by a diversified revenue model that includes earned income from ticket sales, submissions, vendor participation, sponsorships, and donations, in addition to grants and community support. This structure ensures the event is not financially dependent on City funding for execution, while positioning public investment as a catalyst for expanded impact.

Support from the City of Newport Beach will directly enhance the scale, visibility, and economic contribution of the festival. Grant funding will be immediately reinvested into Newport Beach–based expenditures, including venue rental, local marketing and promotion, printing, red carpet and event infrastructure, and awards production, ensuring that City support flows directly into the local business community in advance of the event.

These targeted investments are designed to increase attendance, expand regional and out-of-town participation, and strengthen the festival’s ability to drive hotel stays and multi-day visitation in coordination with local hospitality partners. City support will also accelerate existing momentum, including collaborations with industry professionals, organizations, and creators whose participation contributes to audience growth, media visibility, and overall economic activity.

In addition, City participation enhances the festival’s credibility, strengthening its ability to attract sponsors, donors, partners, and high-value participants. This positions the festival as a growing destination event that complements Newport Beach’s existing offerings while contributing to sustained economic engagement for local businesses.

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**Brief Description of Event (150-word maximum):** Miracle Makers International Film Festival is a five-day international event taking place September 2–6, 2026 in Newport Beach. The festival features film screenings, red carpet premieres, press interviews, Q&As, industry panels, networking events, book signings, vendor showcases, and an awards gala.

With more than 80 categories spanning film, television, content creation, podcasts, music, books, visual arts, and live performance, the festival brings together both emerging and established creators across multiple industries. It uniquely includes both faith-based and open categories, creating a rare, inclusive platform that is both faith and family-friendly while welcoming a broad range of participants and audiences.

Designed as a destination event, the festival attracts regional, national, and international audiences, driving tourism, local business engagement, and multi-day visitation while positioning Newport Beach as a hub for arts, media, and creative industries.

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**Indicate any anticipated impacts the event will have:**

- Other
- The event will take place at established venues with existing infrastructure and sufficient on-site parking, and is not expected to create impacts requiring City services.

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**In 250 words or less, explain how your event will meet or exceed any or all of the Signature Event Evaluation Criteria (see Special Event Support Program Overview):**

Miracle Makers IFF is designed to meet and exceed the City of Newport Beach’s Signature Event criteria by delivering regional draw, measurable marketing reach, substantial economic impact, and meaningful cultural engagement.

MMIFF is a five-day destination event with projected attendance of approximately 3,500 participants, attracting visitors from Southern California, including Los Angeles, San Diego, Riverside, and San Bernardino counties, as well as national and international creators. Its programming spans more than 80 categories across film, television, content creation,

podcasts, music, books, and visual arts, creating broad regional appeal. The festival includes both faith-based and open categories, expanding participation across diverse creative communities while remaining accessible to the public. It is designed to be family-friendly, creating a welcoming environment for audiences of all ages.

The event delivers measurable economic benefits by generating hotel room nights, increasing traffic to local restaurants and retail, and supporting Newport Beach businesses through vendor booths, partnerships, and local contracting across marketing, production, and event services. The festival is working with Visit Newport Beach to coordinate hotel accommodations and venue logistics, strengthening tourism and multi-day visitation.

Marketing is driven through targeted regional campaigns, creator-led promotion, and partnerships such as Hollywood Prayer Network. Confirmed participants include host Nick Peterson and Sharon Lawrence, Vice President of the SAG-AFTRA Foundation. Additional visibility is supported through partnerships and discussions...

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... with organizations such as MovieNight, Collide Distribution, and Biola University.

The festival enhances quality of life by offering cultural, educational, and community-focused programming while promoting Newport Beach as a premier destination.

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The request for City support must include a list of other City entities or groups (e.g., City Arts

No

Commission, a Business Improvement District, Library support group, etc.) from which the applicant is seeking financial support. Are you seeking financial support from other City entities?

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Attach Statement of Information:

[Givsum\\_Statement\\_of\\_Information.pdf \(200 KB\)](#)

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Please attach a copy of the complete event budget showing this years projected revenues and expenditures.

[Miracle\\_Makers\\_Budget\\_Final.pdf \(117 KB\)](#)

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Attach the proposed measurable objectives and performance measures for the event.

[Measureable\\_Objectives\\_-\\_Miracle-Makers-International-Film-Festival\\_bNtj.pdf \(7.45 MB\)](#)

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If requesting aggregate grant funding in excess of \$15,000, please attach financial statements for the two (2) most recently completed fiscal years. Financial statements must be complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

[990\\_2024\\_GIVSUM\\_.pdf \(1.06 MB\)](#)

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Item #117

[990\\_2023\\_GIVSUM.pdf \(1.06 MB\)](#)

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As your organization's representative, please verify the below by checking the corresponding boxes and then type your name in the field below.

- I acknowledge that submission of this application does not guarantee the event will receive City support.
- I have read the updated City of Newport Beach Special Event Support Program Overview, including the eligibility, qualification and evaluation criteria.
- I have attached a complete event budget showing anticipated revenue and expenses. Note: Your application will be deemed incomplete if a budget is not included with your application.
- I acknowledge that, if awarded funding, my organization will have to enter into a grant agreement with the City.
- I acknowledge that the City reserves the right to

audit Grantee's accounting procedures and internal controls of Grantee's financial systems, and to examine any cost, revenue, payment, claim, other records or supporting documentation resulting from any items set forth in this Agreement. This audit right expressly extends to all financial records of the Grantee, whether or not they relate solely to the Grant Proposal or Grant Funds. Any such audit(s) shall be undertaken by City or its representative(s) at mutually agreed upon reasonable times and in conformance with generally accepted auditing standards. Grantee agrees to fully cooperate with any such audit(s).

- I acknowledge the City will not provide financial support to events that serve a political purpose or are sponsored by political organizations. The City has sole discretion to determine whether an event is political in nature.
- Grantee shall conduct background checks for all of its volunteers and employees who work with minor children in relation to any project described in Grantee's Grant Proposal. To the extent applicable and if requested, Grantee shall provide the City certification that it has complied with this requirement prior to the receipt of Grant Funds.
- As a...
- ... condition of eligibility, I shall provide all required financial documentation at the time of application submission. Applications lacking required documentation shall be deemed incomplete and may not be considered for funding.
- I acknowledge I have submitted a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses, if my event is

recurring.

- I acknowledge I have submitted financial statements for the two (2) most recently completed fiscal years that are complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

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<b>Name:</b>	Erin Miracle
<b>Last Update</b>	2026-04-20 20:53:21
<b>Start Time</b>	2026-04-20 16:56:14
<b>Finish Time</b>	2026-04-20 20:53:21
<b>IP</b>	76.32.33.126
<b>Browser</b>	Chrome
<b>Device</b>	Desktop
<b>Referrer</b>	<a href="https://fs23.formsite.com/res/formLoginReturn">https://fs23.formsite.com/res/formLoginReturn</a>

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# Miracle Makers International Film Festival

## Budget Summary: MMIFF 3rd Season

**Date of Event:** Sept. 2nd, 2026 though Sept. 6th, 2026

**Fiscal Sponsor:** Givsum  
FEIN 27-3460415

Income Table	
Income Category	Cost
Earned Revenue	\$ 167,625.00
Contributed Revenue	\$ 109,000.00
In-Kind Support	\$ 21,600.00
<b>Total Income</b>	<b>\$ 298,225.00</b>

Expense Table	
Expense Category	Cost
Personnel/Staffing	\$ 105,000.00
Venue & Technical	\$ 105,000.00
Marketing & Promotion	\$ 36,700.00
Administration & Insurance	\$ 5,000.00
Programming & Hospitality	\$ 21,600.00
Contingency	\$ 24,925.00
<b>Total Expense</b>	<b>\$ 298,225.00</b>



## Miracle Makers International Film Festival

### Detailed Income/Expense Break Down

#### Detailed Income

Category	Line Item	Calculation Assumption	QTY	UOM	Unit Cost	Cash	In-Kind	Total
Earned Revenue	Film Submissions	Average Gross Margin of \$44/EA	575	Each	\$ 35.00	\$ 20,125.00	\$ -	\$ 20,125.00
Earned Revenue	Festival Ticket Sales	Average Gross Margin of \$90/EA. Multiple tiers ranging from VIP, Full Festival, Single Day, and Single Show	2500	Each	\$ 40.00	\$ 100,000.00	\$ -	\$ 100,000.00
Earned Revenue	Film Maker Awards Show Food and Beverage	Ticket Price for plated diner	200	Each	\$ 125.00	\$ 25,000.00	\$ -	\$ 25,000.00
Earned Revenue	Booth Sells at Festival	Figured selling 25 booth spaces at average \$1,500	15	Each	\$ 1,500.00	\$ 22,500.00	\$ -	\$ 22,500.00
Contributed Revenue	Grants	Anticipated grant funding	1	Flat	\$ 50,000.00	\$ 50,000.00	\$ -	\$ 50,000.00
Contributed Revenue	Sponsorship	Figured average contribution	15	Each	\$ 2,000.00	\$ 30,000.00	\$ -	\$ 30,000.00
Contributed Revenue	Donations	Figured average contribution	10	Each	\$ 500.00	\$ 5,000.00	\$ -	\$ 5,000.00
Contributed Revenue	Film Maker Lodging & Travel	Quoted 100 Rooms at a total of \$24K	1	Flat	\$ 24,000.00	\$ 24,000.00	\$ -	\$ 24,000.00
In-Kind Support	Festival ticket donations	Donated festival tickets for students, film makers, and charities	1000	Each	\$ 20.00		\$ 20,000.00	\$ 20,000.00
In-Kind Support	Festival - Volunteers	5 Day festival, working 8 hours a day. Total of 40 hours	80	Hour	\$ 20.00	\$ -	\$ 1,600.00	\$ 1,600.00

<b>Total Income</b>	<b>Total Income</b>	<b>\$ 276,625.00</b>	<b>\$ 21,600.00</b>	<b>\$ 298,225.00</b>
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#### Detailed Expenses

Category	Line Item	Calculation Assumption	QTY	UOM	Unit Cost	Cash	In-Kind	Total
Personnel/Staffing	Festival Director	Salary. Compensation contingent upon funds raised.	1	Flat	\$ 60,000.00	\$ 60,000.00	\$ -	\$ 60,000.00

Personnel/Staffing	Assistant - Contractor	3 employee for 4 months @ 30 HR/Week and \$25/HR	1440	Hour	\$ 25.00	\$ 36,000.00	\$ -	\$ 36,000.00
Personnel/Staffing	Festival - Tickets Contractor	5 Day festival, paying 8 hours a day. Total of 40 hours	40	Hour	\$ 20.00	\$ 800.00	\$ -	\$ 800.00
Personnel/Staffing	Festival - Hospitality Contractor	5 Day festival, paying 8 hours a day. Total of 40 hours	40	Hour	\$ 20.00	\$ 800.00	\$ -	\$ 800.00
Personnel/Staffing	Festival - Tech Contractor	5 Day festival, paying 8 hours a day. Total of 40 hours	40	Hour	\$ 35.00	\$ 1,400.00	\$ -	\$ 1,400.00
Personnel/Staffing	Festival - Photographer Contractor	5 Day festival, paying 8 hours a day. Total of 40 hours	40	Hour	\$ 35.00	\$ 1,400.00	\$ -	\$ 1,400.00
Personnel/Staffing	Festival - Videographer Contractor	5 Day festival, paying 8 hours a day. Total of 40 hours	40	Hour	\$ 45.00	\$ 1,800.00	\$ -	\$ 1,800.00
Personnel/Staffing	Festival - Assistant Contractor	5 Day festival, paying 8 hours a day. Total of 40 hours	40	Hour	\$ 25.00	\$ 1,000.00	\$ -	\$ 1,000.00
Personnel/Staffing	Festival - Press Contractor	5 Day festival, paying 8 hours a day. Total of 40 hours	40	Hour	\$ 45.00	\$ 1,800.00	\$ -	\$ 1,800.00
Venue & Technical	Venue Rental	Quoted amount for 2 theaters for 5 Days, includes tech support, vendor permissions, use of theater open space for red carpet step and repeat etc.	1	Flat	\$ 11,000.00	\$ 11,000.00	\$ -	\$ 11,000.00
Venue & Technical	Festival Supplies	Anticipated supplies such as step and repeat, tables, red carpet.	1	Flat	\$ 5,000.00	\$ 5,000.00	\$ -	\$ 5,000.00
Venue & Technical	Awards show Swag	Cost for awards and branded merchandise	1	Flat	\$ 5,000.00	\$ 5,000.00	\$ -	\$ 5,000.00
Venue & Technical	Dues and Subsections	Monthly Cost of film freeway, grantable, and other tools	12	Month	\$ 1,000.00	\$ 12,000.00	\$ -	\$ 12,000.00
Venue & Technical	Festival Talent Honorariums	Average daily cost of talent is 10K/Day	4	Each	\$ 10,000.00	\$ 40,000.00	\$ -	\$ 40,000.00
Venue & Technical	Festival Panelists	Average daily cost of panelists is 2K/Day	4	Each	\$ 2,000.00	\$ 8,000.00	\$ -	\$ 8,000.00
Venue & Technical	Film Maker Lodging & Travel	Quoted 100 Rooms at a total of \$24K	1	Flat	\$ 24,000.00	\$ 24,000.00		\$ 24,000.00
Marketing & Promotion	Website Fee	Monthly cost of \$45	12	Month	\$ 50.00	\$ 600.00	\$ -	\$ 600.00
Marketing & Promotion	Website Redesign	Anticipated flat rate to optimize website	1	Flat	\$ 1,500.00	\$ 1,500.00		\$ 1,500.00
Marketing & Promotion	Media Outreach	Anticipated monthly costs	12	Month	\$ 750.00	\$ 9,000.00	\$ -	\$ 9,000.00
Marketing & Promotion	Public Relations	Anticipated monthly costs	12	Month	\$ 750.00	\$ 9,000.00	\$ -	\$ 9,000.00
Marketing & Promotion	Social Media Management	Anticipated monthly costs	12	Month	\$ 750.00	\$ 9,000.00	\$ -	\$ 9,000.00
Marketing & Promotion	Graphic Design	Anticipated budget	1	Flat	\$ 1,000.00	\$ 1,000.00	\$ -	\$ 1,000.00
Marketing & Promotion	Email Marketing	Anticipated monthly costs	12	Month	\$ 150.00	\$ 1,800.00	\$ -	\$ 1,800.00
Marketing & Promotion	Subscriptions	Monthly cost of subscriptions, grantable, film freeway, etc.	12	Month	\$ 400.00	\$ 4,800.00	\$ -	\$ 4,800.00
Administration & Insurance	Insurance Cost for Festival	Anticipated budget	1	Flat	\$ 2,000.00	\$ 2,000.00	\$ -	\$ 2,000.00

Administration & Insurance	Monthly Supplies	Cost for monthly supplies	12	Month	\$ 250.00	\$ 3,000.00	\$ -	\$ 3,000.00
Programming & Hospitality	Festival - Volunteers	5 Day festival, working 8 hours a day. Total of 40 hours	80	Hour	\$ 20.00	\$ -	\$ 1,600.00	\$ 1,600.00
Programming & Hospitality	Festival ticket donations	Donated festival tickets for students, film makers, and charities	1000	Each	\$ 20.00		\$ 20,000.00	\$ 20,000.00
Contingency	Contingency	Figuring 10% for unseen cost	1	Flat	10%	\$ 24,925.00	\$ -	\$ 24,925.00
<b>Total Expense</b>						<b>\$ 276,625.00</b>	<b>\$ 21,600.00</b>	<b>\$ 298,225.00</b>



## Miracle Makers International Film Festival

### Budget Narrative

The total project budget for the **2026 Miracle Makers International Film Festival is \$298,225** supporting a five-day international festival scheduled for **September 2–6, 2026**. The festival presents film screenings, industry panels, networking events, and an awards program that brings together creators working in both **faith-based and open categories**, providing a professional platform where filmmakers showcase their work, connect with industry leaders, and access opportunities that **meaningfully advance their careers**.

Festival revenue will be generated through a combination of **earned income, sponsorship support, foundation grants, individual donations, and in-kind contributions**. Earned revenue includes film submission fees and ticket sales based on projected participation consistent with comparable independent film festivals. Contributed income will come from corporate sponsors, philanthropic foundations, and individual donors aligned with the festival's mission to expand opportunities for creators producing meaningful and family-friendly media.

The largest expense category supports **venue rental and technical production**, ensuring professional screening environments and high-quality presentation for filmmakers and audiences. Additional program costs include filmmaker hospitality, awards programming, and curated industry events designed to connect creators with audiences and decision-makers within the entertainment industry.

Personnel expenses support the leadership and operational capacity required to plan and produce the festival over several months of preparation, including programming, partnerships, fundraising, marketing coordination, and event management. Compensation for the Festival Director is **contingent upon funds raised**, reflecting responsible stewardship of project resources.

Additional expenses include marketing and public relations outreach, insurance and administrative operations, and a contingency reserve for unforeseen operational needs. **The festival is structured with a diversified revenue model and disciplined cost management to ensure responsible use of grant funds and long-term financial sustainability.**

# **SIGNATURE EVENT APPLICATION**

Global Rhythms Festival

## Special Event Support Application - Signature Events

Reference #	17955130
Status	Complete
Login Username	ehsanmatoori79@gmail.com
Login Email	ehsanmatoori79@gmail.com
Name of Applicant Organization:	Sheed Entertainment
First Name	Ehsan
Last Name	Matoori
Title / Affiliation:	Founder and CEO
Full Mailing Address of Organization:	14247 Riverside dr Unit 201 Sherman Oaks CA 91423
Phone Number	2037472708
Email Address	<a href="mailto:ehsanmatoori79@gmail.com">ehsanmatoori79@gmail.com</a>
Type of Nonprofit Entity:	A nonprofit arts and cultural organization
State of California Entity Number (if applicable):	C6339138
Signatory 1 - Name	Ehsan Matoori
Signatory 1 - Title	President
Signatory 2 - Name	Arameh Etemadi
Signatory 2 - Title	<ul style="list-style-type: none"><li>• Secretary</li><li>• Chief Financial Officer</li></ul>
Entity Address (if different from mailing address):	14247 Riverside dr Unit 201 Sherman Oaks CA 91423
Name of Event:	Global Rhythms: Dance & Culture Festival
Event Date(s):	Sat Oct 17, 2026
Is this an annual event?	yes
Event location(s)/venue(s) in Newport Beach:	Public outdoor venue in Newport Beach (e.g., Civic Center Green), pending City coordination.”

<b>Is at least 51 percent of this event - in its entirety - within Newport Beach?</b>	Yes
<b>Type of event (Check one):</b>	Art/Culture
<b>Total Attendees (Spectators + Participants)</b>	700
<b>Have you held this event before?</b>	No
<b>Have you previously received City support for this or any other event sponsored by your organization?</b>	No
<b>If no, please provide the level of support you are applying for:</b>	\$10,000
<b>Approximate impact on Newport Beach businesses:</b>	The event is expected to generate increased foot traffic for local businesses, including restaurants, cafes, and retail establishments. With an estimated attendance of 700 guests, including visitors from surrounding areas, the festival will contribute to local spending before and after the event, supporting the local economy and enhancing community activity in Newport Beach.
<b>Media Impressions:</b>	Estimated 75,000–120,000 impressions through digital marketing campaigns, social media outreach, artist networks, and community partnerships.
<b>Please list any fees charged to the public entering the event as a participant or as a spectator.</b>	General admission will be free to the public. Optional VIP seating or reserved viewing areas may be offered at a modest fee.
<b>Portion of money raised or made donated:</b>	Not applicable. All funds are allocated toward artist compensation, production costs, and delivering a high-quality, accessible cultural event for the community.
<b>Describe what, if any, portion of the event is FREE to the public.</b>	The event will be largely free and open to the public, including access to performances, cultural presentations, and interactive activities. This ensures accessibility for Newport Beach residents and visitors of all ages and

backgrounds.

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**What is the total expenditure budget specifically for this event?** \$40,000

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**What is the total anticipated gross revenue specifically from this event?** \$30,000

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**To be eligible to receive City support, the applicant must demonstrate that the event is not financially dependent on receiving City grant funds. How will receiving a grant from the City of Newport Beach help to elevate the overall event?**

Receiving support from the City of Newport Beach will significantly elevate the quality, accessibility, and community impact of the Global Rhythms: Dance & Culture Festival. While the event is supported through a combination of sponsorships, partnerships, and organizational resources, City funding will enable us to fairly compensate artists and technical staff, enhance production quality through professional sound and staging, and maintain free public access to the majority of the event. Additionally, the grant will support broader outreach efforts to engage Newport Beach residents and attract diverse audiences, ensuring a high-quality, inclusive cultural experience that contributes to the city's cultural vitality and local economy.

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**Brief Description of Event (150-word maximum):** Global Rhythms: Dance & Culture Festival is a one-day outdoor cultural event in Newport Beach celebrating diverse traditions through dance, music, and storytelling. The festival will feature performances representing multiple cultures, including Middle Eastern, South Asian, African, Latin, and contemporary dance, presented in an engaging and accessible format. Designed as a family-friendly and inclusive experience, the event will also include interactive segments that invite audience participation and cultural learning. Led by an experienced producing team with a proven track record of large-scale cultural events, the festival aims to bring together residents and visitors in a shared public space.

By fostering cross-cultural understanding and community engagement, the event contributes to the cultural vitality of Newport Beach while creating an inviting and memorable experience for attendees of all ages.

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**Indicate any anticipated impacts the event will have:**

- Amplified sound
- Occur on public property (parks, streets, sidewalks)
- Parking

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**In 250 words or less, explain how your event will meet or exceed any or all of the Signature Event Evaluation Criteria (see Special Event Support Program Overview):**

The Global Rhythms: Dance & Culture Festival aligns with the City of Newport Beach’s objectives of enhancing cultural vitality, community engagement, and economic activity. The event is designed as an inclusive, family-friendly experience that is accessible to a broad audience through its free general admission model, ensuring meaningful public benefit.

By presenting diverse dance traditions from around the world, the festival promotes cultural awareness and reflects the global diversity of the Southern California region. The event is expected to attract approximately 700 attendees, contributing to increased foot traffic and economic activity for nearby businesses, including restaurants, cafes, and retail establishments.

The project is led by an experienced producing team with a demonstrated track record of organizing large-scale cultural events with audiences of thousands, ensuring strong organizational capacity and successful execution. Additionally, the event incorporates professional production standards, strategic marketing outreach, and community-focused programming to maximize audience engagement

and impact.

Overall, the festival enhances Newport Beach's cultural landscape by offering a high-quality, accessible, and culturally enriching experience that supports both community connection and local economic activity.

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The request for City support must include a list of other City entities or groups (e.g., City Arts Commission, a Business Improvement District, Library support group, etc.) from which the applicant is seeking financial support. Are you seeking financial support from other City entities?

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Attach Statement of Information: [Form\\_1776803667736\\_i0AF.pdf \(127 KB\)](#)

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Please attach a copy of the complete event budget showing this years projected revenues and expenditures. [Global\\_Rhythms\\_Event\\_Budget.pdf \(59 KB\)](#)

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Attach the proposed measurable objectives and performance measures for the event. [Global\\_Rhythms\\_Objectives\\_Performance\\_Measures\\_1.pdf \(54 KB\)](#)

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As your organization's representative, please verify the below by checking the corresponding boxes and then type your name in the field below.

- I acknowledge that submission of this application does not guarantee the event will receive City support.
- I have read the updated City of Newport Beach Special Event Support Program Overview, including the eligibility, qualification and evaluation criteria.
- I have attached a complete event budget showing anticipated revenue and expenses. Note: Your application will be deemed incomplete if a budget is not included with your application.
- I acknowledge that, if awarded funding, my organization will have to enter into a grant agreement with the City.
- I acknowledge that the City reserves the right to

audit Grantee's accounting procedures and internal controls of Grantee's financial systems, and to examine any cost, revenue, payment, claim, other records or supporting documentation resulting from any items set forth in this Agreement. This audit right expressly extends to all financial records of the Grantee, whether or not they relate solely to the Grant Proposal or Grant Funds. Any such audit(s) shall be undertaken by City or its representative(s) at mutually agreed upon reasonable times and in conformance with generally accepted auditing standards. Grantee agrees to fully cooperate with any such audit(s).

- I acknowledge the City will not provide financial support to events that serve a political purpose or are sponsored by political organizations. The City has sole discretion to determine whether an event is political in nature.
- Grantee shall conduct background checks for all of its volunteers and employees who work with minor children in relation to any project described in Grantee's Grant Proposal. To the extent applicable and if requested, Grantee shall provide the City certification that it has complied with this requirement prior to the receipt of Grant Funds.
- As a...
- ... condition of eligibility, I shall provide all required financial documentation at the time of application submission. Applications lacking required documentation shall be deemed incomplete and may not be considered for funding.
- I acknowledge I have submitted a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses, if my event is

recurring.

- I acknowledge I have submitted financial statements for the two (2) most recently completed fiscal years that are complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

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<b>Name:</b>	Ehsan Matoori
<b>Last Update</b>	2026-04-21 13:58:28
<b>Start Time</b>	2026-04-19 18:05:53
<b>Finish Time</b>	2026-04-21 13:58:28
<b>IP</b>	68.126.61.72
<b>Browser</b>	Chrome
<b>Device</b>	Desktop
<b>Referrer</b>	<a href="https://fs23.formsite.com/cityofnb/form10/signup">https://fs23.formsite.com/cityofnb/form10/signup</a>

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# Global Rhythms: Dance & Culture Festival

*Projected Event Budget for Newport Beach grant submission*

Total Expenses	Projected Revenue	City Grant Request
<b>\$40,000</b>	<b>\$30,000</b>	<b>\$10,000</b>

## Projected Expenditures

Line item	Amount
Artist fees (dancers and musicians)	\$18,000
Sound and production	\$6,000
Venue, permits, and city services	\$4,000
Marketing and promotion	\$4,000
Staffing and operations	\$4,000
Insurance and miscellaneous	\$4,000
<b>Total</b>	<b>\$40,000</b>

## Projected Revenues

Line item	Amount
Sponsorships	\$17,000
VIP / reserved seating	\$8,000
Vendor fees / partnerships	\$5,000
City of Newport Beach grant request	\$10,000
<b>Total</b>	<b>\$40,000</b>

## Notes

- General admission is intended to be free to the public, with optional VIP or reserved seating available.
- The event budget reflects fair artist compensation, professional production support, and public-facing festival operations.
- City grant support would represent 25% of the total projected event expenditure budget.

# Global Rhythms: Dance & Culture Festival

*Proposed measurable objectives and performance measures*

*This document outlines the proposed objectives and performance measures for the festival's first-year presentation in Newport Beach.*

No.	Objective	Performance measure / target
1	Reach strong first-year audience participation.	Approx. 700 attendees.
2	Maintain broad public accessibility.	At least 70% of the event remains free to the public.
3	Present diverse global programming.	Feature 5-8 dance presentations representing multiple cultural traditions.
4	Support artists and production personnel.	Engage approximately 15-25 artists, technical staff, and event crew.
5	Build public visibility for the event.	Generate an estimated 75,000-120,000 media impressions through marketing and outreach.
6	Encourage active audience engagement.	Include interactive moments such as audience participation, cultural learning, or community-centered programming.
7	Deliver a positive cultural experience.	Collect and review audience feedback and event observations to assess engagement and overall response.

## Assessment approach

- Attendance will be estimated through ticketing, on-site counts, and registration or check-in methods where applicable.
- Media impressions will be tracked through campaign analytics, social media reporting, and partner outreach data.
- Programming and participation goals will be evaluated against the final event schedule and artist roster.

# **SIGNATURE EVENT APPLICATION**

Lord of the Rings Live Film Concert

**Special Event Support Application - Signature Events**

<b>Reference #</b>	17955812
<b>Status</b>	Complete
<b>Name of Applicant Organization:</b>	South Orange County Orchestra
<b>First Name</b>	Hankyol
<b>Last Name</b>	Koo
<b>Title / Affiliation:</b>	Artistic Director
<b>Full Mailing Address of Organization:</b>	9434 Spectrum, Irvine CA 92618
<b>Phone Number</b>	818 388 8229
<b>Email Address</b>	<a href="mailto:hankyol@socorchestra.org">hankyol@socorchestra.org</a>
<b>Type of Nonprofit Entity:</b>	501(c)(3) nonprofit public charity (performing arts organization)
<b>State of California Entity Number (if applicable):</b>	B20250307013
<b>Signatory 1 - Name</b>	Anthony Zueck
<b>Signatory 1 - Title</b>	President
<b>Signatory 2 - Name</b>	Shawn Hamilton
<b>Signatory 2 - Title</b>	Secretary
<b>Entity Address (if different from mailing address):</b>	9434 Spectrum, Irvine CA 92618
<b>Name of Event:</b>	The Lord of the Rings: Live Film Concert Experience (Planned)
<b>Event Date(s):</b>	Spring 2027 (March–April 2027)
<b>Is this an annual event?</b>	no
<b>Event location(s)/venue(s) in Newport Beach:</b>	Newport Beach Civic Center & Community Center (Lawn)
<b>Is at least 51 percent of this event - in its entirety - within Newport Beach?</b>	Yes
<b>Type of event (Check one):</b>	Art/Culture

<b>Total Attendees (Spectators + Participants)</b>	1500
<b>Have you held this event before?</b>	No
<b>Have you previously received City support for this or any other event sponsored by your organization?</b>	No
<b>If no, please provide the level of support you are applying for:</b>	No, this is our first request for City of Newport Beach support. We are requesting \$15,000 in funding to support musician compensation, venue, and production costs, helping us provide a high-quality and accessible orchestral experience for the Newport Beach community.
<b>Approximate impact on Newport Beach businesses:</b>	This event is expected to attract approximately 1,300 attendees, including both Newport Beach residents and visitors from surrounding areas. Audience members are likely to dine at nearby restaurants, visit local shops, and utilize parking and transportation services before and after the performance. Based on comparable events, we anticipate a substantial increase in foot traffic to surrounding businesses, particularly in the dining and hospitality sectors, generating significant additional local economic activity. The event will also contribute to the vibrancy of Newport Beach's cultural and business community and help position the City as a destination for high-quality performing arts experiences.
<b>Media Impressions:</b>	We anticipate approximately 150,000–300,000 media impressions through a combination of social media promotion, email marketing, and community partnerships. This estimate is supported by recent engagement data, including over 4 million Instagram impressions on the artistic director's platform and approximately 80,000 impressions generated by the South Orange County Orchestra's inaugural concert campaign. Additional exposure is expected

through collaborating ensembles, local press coverage, and community event listings, further expanding visibility for both the event and the City of Newport Beach.

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**Please list any fees charged to the public entering the event as a participant or as a spectator.**

General admission ticket prices are anticipated to range from \$25–\$75, with discounted rates available for students, seniors, and groups. A limited number of complimentary or subsidized tickets will also be offered to ensure accessibility for underserved members of the community.

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**Portion of money raised or made donated:**

As a nonprofit organization, all funds raised are reinvested directly into the South Orange County Orchestra’s programs, including musician compensation, production costs, and community programming, rather than donated externally.

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**Describe what, if any, portion of the event is FREE to the public.**

While the main concert is ticketed, a portion of the event will be made accessible to the public at no cost. This includes a limited number of complimentary tickets for students and underserved community members through partnerships with local schools and organizations. Additionally, we plan to offer open rehearsals and/or community engagement opportunities at no cost, allowing the public to experience the orchestra in an educational and accessible setting.

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**What is the total expenditure budget specifically for this event?**

\$55,000

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**What is the total anticipated gross revenue specifically from this event?**

\$60,000 (estimated total gross revenue from ticket sales and related event income)

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**To be eligible to receive City support, the applicant must demonstrate that the event is not financially dependent on receiving City grant funds. How will receiving a grant from the City of Newport Beach help to elevate the overall event?**

This event is not financially dependent on City grant funding and will proceed through a combination of ticket revenue, sponsorships, and organizational support. Receiving funding from the City of Newport Beach would significantly

enhance the overall quality and accessibility of the event by allowing us to support a larger roster of professional musicians, invest in high-quality production and presentation, and expand community access through subsidized and complimentary tickets. The grant would also enable us to deepen our outreach efforts, ensuring that a broader and more diverse audience can experience live orchestral music in Newport Beach.

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**Brief Description of Event (150-word maximum):** The South Orange County Orchestra will present a large-scale cinematic orchestral concert in Newport Beach, featuring a full orchestra performing music from The Lord of the Rings. This event is designed to engage a broad and diverse audience, including both longtime classical music patrons and new audiences drawn by film and contemporary repertoire. With an anticipated audience of approximately 1,300 attendees, the concert will contribute to the cultural vibrancy and economic activity of Newport Beach. In addition to the main performance, the project will include community engagement efforts such as complimentary tickets for students and underserved audiences, as well as potential open rehearsals. By combining high-quality orchestral performance with accessible programming, this event aims to expand access to the performing arts and position Newport Beach as a destination for dynamic and inclusive cultural experiences.

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**Indicate any anticipated impacts the event will have:**

- Amplified sound
- Parking

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**In 250 words or less, explain how your event will meet or exceed any or all of the Signature Event Evaluation Criteria (see Special Event Support Program Overview):** This event is designed to meet and exceed the City of Newport Beach’s Signature Event Evaluation Criteria by delivering meaningful economic, cultural, and promotional benefits.

With an anticipated audience of approximately 1,300 attendees, including visitors from across Southern California, the event will generate increased foot traffic to local businesses, particularly in the dining, retail, and hospitality sectors. We estimate measurable economic impact through audience spending and regional visitation.

Our marketing strategy leverages proven digital reach, including social media platforms with demonstrated engagement exceeding 4 million impressions, as well as partnerships with local organizations and targeted outreach campaigns. These efforts are designed to attract both residents and visitors, positioning Newport Beach as a destination for high-quality performing arts experiences.

Culturally, the event enhances quality of life by providing accessible, large-scale orchestral programming, including community engagement initiatives such as complimentary tickets and educational opportunities. The event directly supports professional musicians and fosters broader access to the arts.

By combining strong audience appeal, strategic marketing, and community-focused programming, this event will promote Newport Beach as a vibrant, culturally rich destination while delivering measurable economic and social benefits to the City.

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**The request for City support must include a list of other City entities or groups (e.g., City Arts Commission, a Business Improvement District, Library support group, etc.) from which the applicant is seeking financial support. Are you**  No

seeking financial support from other City entities?

---

Attach Statement of Information:

[Statement\\_of\\_Information.pdf \(123 KB\)](#)

---

Please attach a copy of the complete event budget showing this years projected revenues and expenditures.

[Budget.pdf \(2 KB\)](#)

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Attach the proposed measurable objectives and performance measures for the event.

[Measurable\\_Objectives.pdf \(2 KB\)](#)

---

As your organization's representative, please verify the below by checking the corresponding boxes and then type your name in the field below.

- I acknowledge that submission of this application does not guarantee the event will receive City support.
- I have read the updated City of Newport Beach Special Event Support Program Overview, including the eligibility, qualification and evaluation criteria.
- I have attached a complete event budget showing anticipated revenue and expenses. Note: Your application will be deemed incomplete if a budget is not included with your application.
- I acknowledge that, if awarded funding, my organization will have to enter into a grant agreement with the City.
- I acknowledge that the City reserves the right to audit Grantee's accounting procedures and internal controls of Grantee's financial systems, and to examine any cost, revenue, payment, claim, other records or supporting documentation resulting from any items set forth in this Agreement. This audit right expressly extends to all financial records of the Grantee, whether or not they relate solely to the Grant Proposal or Grant Funds. Any such audit(s) shall be undertaken by City or its representative(s) at mutually agreed upon reasonable times and in conformance with

- generally accepted auditing standards. Grantee agrees to fully cooperate with any such audit(s).
- I acknowledge the City will not provide financial support to events that serve a political purpose or are sponsored by political organizations. The City has sole discretion to determine whether an event is political in nature.
- Grantee shall conduct background checks for all of its volunteers and employees who work with minor children in relation to any project described in Grantee's Grant Proposal. To the extent applicable and if requested, Grantee shall provide the City certification that it has complied with this requirement prior to the receipt of Grant Funds.
- As a...

- ... condition of eligibility, I shall provide all required financial documentation at the time of application submission. Applications lacking required documentation shall be deemed incomplete and may not be considered for funding.
- I acknowledge I have submitted a financial breakdown for the event for the two (2) most recent years the event was held, including itemized revenues and expenses, if my event is recurring.
- I acknowledge I have submitted financial statements for the two (2) most recently completed fiscal years that are complete and either prepared by a qualified professional or certified as accurate by an authorized representative of the organization.

**Name:**

Hankyol Koo

**Last Update**

2026-04-20 02:52:28

**Start Time**

2026-04-20 02:16:27

<b>Finish Time</b>	2026-04-20 02:52:27
<b>IP</b>	136.52.137.27
<b>Browser</b>	Safari
<b>Device</b>	Desktop
<b>Referrer</b>	<a href="https://www.newportbeachca.gov/">https://www.newportbeachca.gov/</a>

# South Orange County Orchestra (SOCO)

## Projected Event Budget

Category	Amount
Musician Compensation (Orchestra + Staff)	\$25,000
Venue Rental	\$10,000
Production (Audio, Lighting, Equipment)	\$7,500
Marketing & Promotion	\$4,000
Administrative / Operations	\$3,500
Insurance / Permits / Fees	\$2,500
Miscellaneous / Contingency	\$2,500
Total Expenditures	\$55,000

Category	Amount
Ticket Sales (1,300 attendees avg. \$45)	\$58,500
Sponsorships / Donations	\$1,500
Total Revenue	\$60,000

Note: City grant funding (\$15,000 requested) is not included in revenue and will support musician compensation and production costs.

# South Orange County Orchestra (SOCO)

## Measurable Objectives & Performance Measures

- **Attendance:** Achieve an audience of approximately 1,300 attendees, tracked through ticketing data.
- **Audience Reach / Media Impressions:** Generate 150,000–300,000 media impressions through digital marketing, social media, and partner outreach, measured through platform analytics.
- **Economic Impact:** Increase foot traffic to nearby Newport Beach businesses, with post-event audience surveys estimating spending on dining, retail, and transportation.
- **Community Access:** Provide 100–150 complimentary or subsidized tickets to students and underserved community members, tracked through ticket distribution.
- **Regional Attraction:** Draw attendees from across Southern California, measured through zip code data collected at ticket purchase.
- **Audience Satisfaction:** Achieve high audience satisfaction ratings (target 90% positive feedback) through post-event surveys.
- **Marketing Effectiveness:** Track engagement metrics including social media reach, click-through rates, and ticket conversion rates.

These performance measures will be compiled into a post-event report to evaluate success and inform future programming.