




JAVA AND JAZZ 2019

January 24, 2019

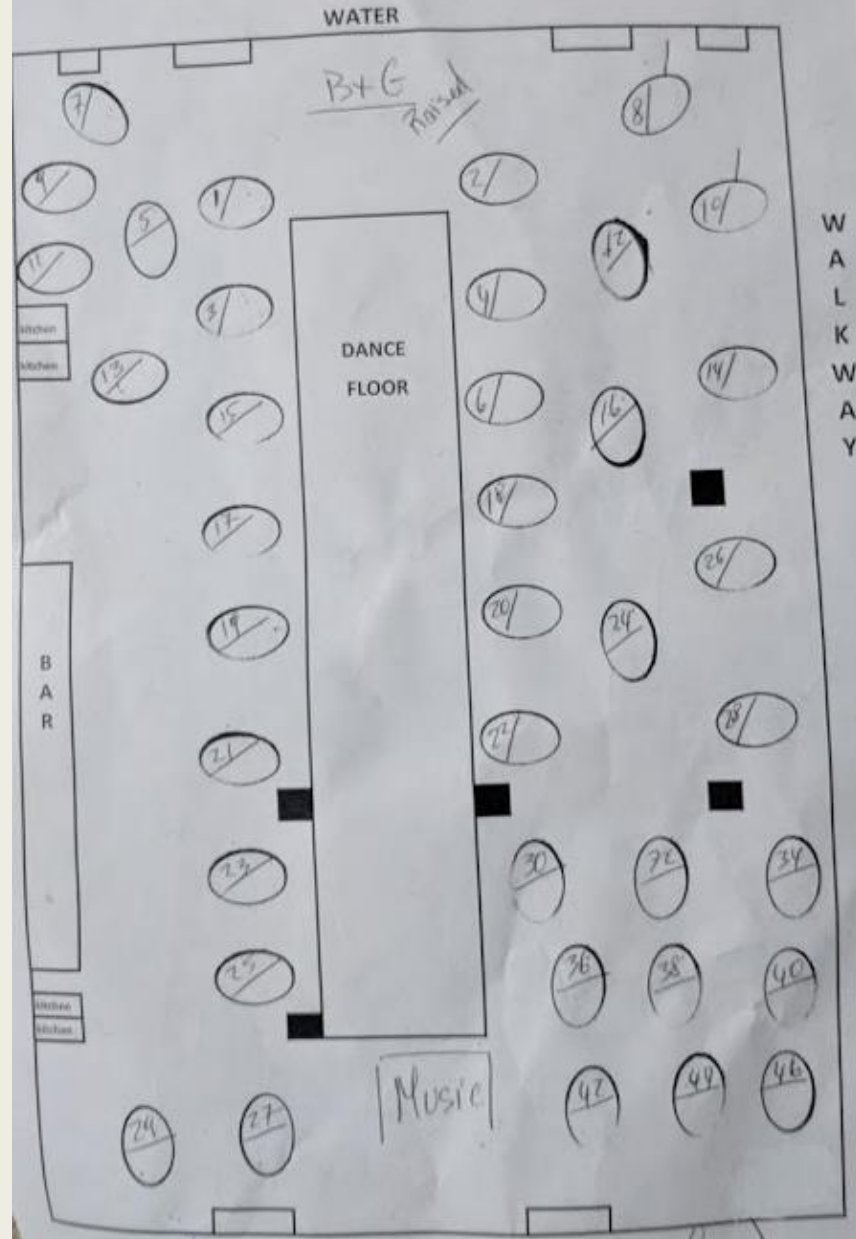


SURF CLUB

- Contract signed
- Site Visit to venue was January 8, 2019.
- Next payment : \$7700 in January; \$5775 due in April
- Tables of 10 and /or 12 can be set up
- Decisions needed on how seating will be assigned
- Dance floor will be reduced in size from sketch
- Questions:
 - *Will venue staff serve alcoholic coffee? Can coffee be served through out event?*
 - *Will there be fixed food stations as well as passed hors d'oeuvres at reception?*
 - *Will there be an open bar in the ballroom (or cash bar or ticket based drinks?)*

Grand Ballroom

NAME OF EVENT: _____ DAY: _____ DATE: _____
INVITATION TIME: _____ CEREMONY TIME: _____ LOCATION: _____



Communications, IT Virtual Journal Committee

- Save the Date card:
 - *Save the date available to chapter*
 - *Need to have working link on website—Decision needed on using Foundation for tax write off -Chapter meeting Jan 26*
- Invitations
 - *Text has been sent to Colgate for design*



Save The Date

Sunday, May 19, 2019

**The Westchester County (NY)
Chapter of The Links, Incorporated
"Java & Jazz"**

The Surf Club On The Sound
New Rochelle, NY
12:00 pm - 4:00 pm

Invite to follow



*Linked in Friendship. Connected to Service
Westchester County (NY) Chapter*

www.westchestercountylinksinc.org

Projected Expense Budget vs. Historical - Java and Jazz, 2019								
Expenses	2015 VIP 380 @ \$60	2017 Mamaroneck 405 @ \$60	2019 Surf Club 350 @ \$55	Diff 2019 - 2017 Level	% CHG 2019 - 2017 In Percent	2019 Actual	Diff 2019 Proj - Actual	Description
Catering /Venue Expenses	\$22,800.0	\$24,300.0	\$19,250.0	-\$5,050.0	(20.8)			Top Shelf open bar X 1 hr/Signature drink (included) based on
Vendor Meals X 7			\$350.0	\$350.0				Vendor Meals + helper
Link Foundation Fees	\$50.0	\$50.0	\$50.0	\$0.0	0.0			GUEST PAYMENTS/FINANCIAL
Payment to Artists for Sales	\$10,036.7	\$10,036.0	TBD					ARTS
Musical Entertainment (Jazz Band)	\$4,400.0	\$2,800.0	\$2,800.0	\$0.0	0.0	\$2,400.0	\$400.0	ENTERTAINMENT - Booker/ Sonny will perform for 4 hours beginning at noon. \$200 is compensation for the one-hour
Stipend for Student Musician	\$200.0	\$200.0	\$200.0	\$0.0	0.0			ENTERTAINMENT
Stipend for Student Artist	\$0.0	\$200.0	\$200.0	\$0.0	0.0			ENTERTAINMENT
Photography	\$625.0	\$700.0	\$700.0	\$0.0	0.0	\$875.0	-\$175.0	PHOTOGRAPHY
Decorations	\$1,125.0	\$2,300.0	\$2,000.0	-\$300.0	(13.0)			DECORATIONS - tables, event area and
Printing and Postage (Invitations)	\$0.0	\$2,500.0	\$950.0	-\$1,550.0	(62.0)			INVITATIONS
Signage	\$0.0	\$2,500.0	\$1,000.0	-\$1,500.0	(60.0)			COMMUNICATIONS
Insurance	\$350.0	\$350.0	\$350.0	\$0.0	0.0			GUEST PAYMENTS/FINANCIAL
Unlimited Coffee and Dessert Bar/ Enhanced Reception	\$0.0	\$4,400.0	\$4,400.0	\$0.0	0.0			CO-CHAIRS
AV Media	\$0.0	\$4,000.0	\$3,455.0	-\$545.0	(13.6)	\$3,141.0	\$314.0	Rental (65" LED TV Screen (4), six speaker sound system, 100 Ft 20-24 channel audio snake, and wireless mic (2) w/
Journal/ Virtual Journal (FundAMeter)	\$3,050.0	\$1,000.0	\$3,150.0	\$2,150.0	215.0	\$3,150.0	\$0.0	DEVELOPMENT
Save the Date	\$234.0	\$300.0	\$0.0	-\$300.0	(100.0)			COMMUNICATIONS
Thank you tax letters Postage	\$0.0	\$125.0	\$125.0	\$0.0	0.0			GUEST PAYMENTS/FINANCIAL
Expenses for National President (Airfare, hotel, gift	\$2,775.0	\$0.0	\$0.0	\$0.0	0.0			
Expenses Regional VP	\$0.0	\$1,300.0	\$0.0	-\$1,300.0	(100.0)			CO-CHAIRS
Miscellaneous	\$475.0	\$100.0	\$0.0	-\$100.0	(100.0)			DEVELOPMENT
Total Savings				-\$8,145.0			\$539.0	
Sub Total Other Expenses	\$22,845.7	\$32,861.0	\$19,730.0	-\$13,131.0	(40.0)			
Total Expenses	\$45,645.7	\$57,161.0	\$38,980.0	-\$18,181.0	(31.8)			
Contingency @ 5% of Other Expenses Budget	\$0.0	\$1,643.1	\$1,973.0	\$330.0	20.1			
Total Expenses plus Contingency	\$45,645.7	\$58,804.1	\$40,953.0	-\$17,851.1	(30.4)			

Projected Expense Budget & Dollars Spent - Java and Jazz, 2019

Expenses	2019 Projection	2019 Signed Contract	Diff 2019 Proj - Contract	Dollars Spent As of 12.29	Description	Dollars Spent Description
Catering /Venue Expenses	\$19,250.0			\$2,500.0	Top Shelf open bar X 1 hr/Signature drink(included) based on \$55(7) vendors	The second deposit is due in January \$7,700 and April \$5,775
Vendor Meals X 7	\$350.0				Vendor Meals + helper	
Link Foundation Fees	\$50.0				GUEST PAYMENTS/FINANCIAL OBLIGATIONS	Guest Payments and Financial Operations
Payment to Artists for Sales	TBD				ARTS	Artists Committee
Musical Entertainment (Jazz Band)	\$2,800.0	\$2,400.0	\$400.0	\$500.0	ENTERTAINMENT - Booker/ Sonny will perform for 4 hours beginning at noon. \$200 is compensation for the one-hour reception and the balance for the remainder of the event through 4:00 pm	Deposit
Stipend for Student Musician	\$200.0				ENTERTAINMENT	
Stipend for Student Artist	\$200.0				ENTERTAINMENT	
Photography	\$700.0	\$875.0	-\$175.0		PHOTOGRAPHY	
Decorations	\$2,000.0				DECORATIONS - tables, event area and honorees	
Printing and Postage (Invitations)	\$950.0				INVITATIONS	
Signage	\$1,000.0				COMMUNICATIONS	
Insurance	\$350.0				GUEST PAYMENTS/FINANCIAL OBLIGATIONS	
Unlimited Coffee and Desert Bar	\$4,400.0				CO-CHAIRS	
AV Media	\$3,455.0	\$3,141.0	\$314.0	\$2,516.4	Rental (65" LED TV Screen (4), six speaker sound system, 100 Ft 20-24 channel audio snake, and wireless mic (2) w/ stands & labor and delivery and pickup minus 10% discount \$2640 + \$850	Deposit renegotiated to 40% (\$2,516.40) with 30% due in April and remaining balance due on May 19th
Journal/ Virtual Journal (FundAMeter)	\$3,150.0	\$3,150.0	\$0.0		DEVELOPMENT	Total cost for AV & FundAMeter is \$6,291.0
Save the Date	\$0.0				COMMUNICATIONS	
Thank you tax letters Postage	\$125.0				GUEST PAYMENTS/FINANCIAL OBLIGATIONS	
Expenses for National President (Airfare, hotel, gift	\$0.0					
Expenses Regional VP	\$0.0				CO-CHAIRS	
Miscellaneous	\$0.0				DEVELOPMENT	
Total Savings			\$539.0	\$5,516.4		
Sub Total Other Expenses	\$19,730.0					
Total Expenses	\$38,980.0					
Contingency @ 5% of Other Expenses Budget	\$1,973.0					
Total Expenses plus Contingency	\$40,953.0					

Projected Revenue - Java and Jazz, 2019

Line Item	2017 Actual Revenue	2019 Projected Revenue	2019 Actual	Diff 2019 - 2017 Level	Diff Actual - Proj Level	% CHG 2019 - 2017 Percent
Ticket Sales	\$48,090.0	\$36,450.0		-\$11,640.0		(24.2)
Donations/ FundAMeter	\$1,165.0	\$20,000.0		\$18,835.0		
Sponsorships	\$60,000.0	\$63,500.0		\$3,500.0		5.8
Colgate - three tables, donation, floral step & repeat, music, photographer, lighting, catering/ enhanced reception, graphics (save the date, invitations, and sponsorship package, 500 give-a-ways)	\$24,000.0	\$24,000.0	\$40,150.0	\$0.0	\$16,150.0	0.0
Fareri Family	\$20,000.0	\$0.0				
Morgan Stanley	\$10,000.0	\$0.0				
Entergy	\$3,000.0	\$0.0				
Share NY	\$3,000.0	\$0.0				
Other Sponsors - 2019	\$0.0	\$35,000.0				
Grass Roots	\$0.0	\$4,500.0				
Silent Auction	\$1,575.0	\$2,000.0		\$425.0		27.0
Art Sales (Gross) Net Profit	\$23,749.0	\$23,749.0		\$0.0		0.0
Book Sales	\$80.0	\$0.0		-\$80.0		
Journal/ Ads	\$800.0	\$0.0		-\$800.0		
Total Expenses	\$135,459.0	\$145,699.0		\$10,240.0		7.6

On site fundraising

- Contract with VeeKast has been signed
 - *Veekast demo of fundameter to be scheduled for Feb meeting*

Artists sub committee

- We have identified and retrieved the contact information/contract forms for all of the artists that previously participated. 4 Artists have given verbal agreements: Joyce Williams, Tafa, Alvin Clayton, Joe Cabbinah. The Arts facet is pursuing one more artist
- Student artist Maya will exhibit work but will not sell.
- Contracts need to be issued and signed

Sponsorship sub committee

- Work on sponsor packages has begun
 - *Drafts have been sent to designer*
- Grassroots & Ads
 - *We are asking each member to procure at least one \$100 ad*
 - The ad may be from a small business or a personal ad
 - The journal/ ads component raised \$800 in 2017; we are now asking for \$4,500
- Honorees
 - *Senator Andrea Stewart Cousins – Trailblazer Award*
 - *Senator has agreed to honor*
 - *Link Delores has the bio and headshot*
 - *The Wartburg Home—Community Partner Award*
 - *Wartburg has agreed to be honored*
 - *Link Earlene is the contact*
 - *Colgate Palmolive—Corporate Citizenship Award*
 - *Link Dawna is the contact*
 - *Colgate has agreed to be honored*

Entertainment sub committee

- Band selected—Sonny and Company
 - *12 piece band*
 - *Can play jazz and dance music (if needed)*
 - *\$2400 includes vocalist for reception if needed*
- Reception Musician
 - *Can be vocalist provided by Sonny and Company*
 - *Or youth musician, i.e.. Lee Odom*
 - *If Lee Odom, would expect musician to be roving among the reception area*
 - *Link Dianne is to speak with Link Dawna who is funding the reception*

Decorations sub committee

- Reception decorations will be handled by Colgate
 - *Floral Step and Repeat will be in reception space*
- Committee wants to focus centerpieces on coffees from around the world

Photography

- Two quotes were received :
 - *One for \$875 and one for \$945; both are higher than budgeted. Link Mary is trying to get another quote*
 - *Link Mary has contacted Pat Hurlock who has suggested another photographer.*
 - *Colgate will supply the photographer for the reception.*
 - *Want to ensure we get instant prints at the step and repeat*
- *Group Photo will be at 11:30 am*

Registration Committee

- The Committee has begun to meet. They have gotten notes from previous Registration committees

Guest payment & Financial operations

- The buy button on the Paypal site can contain the same language as last time if we use Foundation.
- Final payments for tickets will be April 20, 2019.

Seating Committee

- Seating committee has met
- Methodology for priority tables will be discussed
- Committee will need to see space

Other considerations

- Should chapter members wear the same color?
- Letters requesting proclamations and/or letters of support must go out this month
- Plaques must be ordered