



BUSINESS
BEHIND PERFORMANCE

Parminder Vir
G.L.C Race Equality Unit
The County Hall
London S.E.1 7PS

4th March 1986.

Dear Parminder,

Further to the meeting to review the budhet of the Black Music Fair held in your office on the 3rd March '86, please find enclosed the revised budget for this project and the analysis of the current financial situation.

In respect of specific items of expenditure additional to the scheme, may I advise that from the projections and the savings made so far I cannot see how we can accomodate these items.

However, this does not mean that the proposed items of expenditure are not of significant benefit to the programme. If further funds can be made available to cover the cost of the publicity work in particular this will be very much appreciated.

Kind regards

Paul Lanipekun

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BUDGETRY PROJECTIONS: EXPENDITURE

BUDGET REVIEW

4th March 1986

DESCRIPTION	COMMITTED FUNDS	VARIATIONS	INITIAL BUDGET
Venue Hire	£ 2,500.00	-£3,500.00	£ 6,000.00
Stand Hire	£ 5,790.00	+£2,790.00	£ 3,000.00
Advertising	£ 2,340.62	-£1,000.00	£ 4,000.00
Publicity/Printing	£ 1,409.27	+£3,000.00	£ 3,500.00
DJ's/ Equipmemt Hire	£ 1,150.00	-£2,000.00	£ 4,000.00
• Transport and Travel			£ 1,500.00
Catering/Hospitality		-£ 500.00	£ 1,500.00
Designer Fees		-£ 750.00	£ 750.00
\ Artist Fees		-£1,250.00	£ 2,000.00
Technical Assistants			£ 500.00
Security	£ 675.00	-£ 75.00	£ 750.00
Administration		-£ 750.00	£ 1,000.00
Artistic Director	£ 1,750.00		£ 3,500.00
Midem	£ 1,500.00	+£ 500.00	£ 1,000.00
Main Concerts	£ 4,000.00	-£4,300.00	£ 8,600.00
Live Fair	£ 1,850.00		£ 2,000.00
Seminars		-£1,500.00	£ 3,370.00
	<u>£22,964.89</u>	<u>£ 7,790.00</u>	
		<u>(£14,125.00)</u>	
SAVINGS		£ 6,335.00	

DEFICIT £ 1,485.00

BUDGET REVIEW

4th March 1986.

INCOME

G.L.C. Net Funding	£30,000.00
Income from Stalls	£ 5,000.00
Concerts	£ 1,500.00
	<u>£36,500.00</u>

EXPENDITURE:Main Fair

Venue Hire	£ 2,500.00
Stand Hire	£ 5,790.00
Advertising	£ 3,000.00
Printing and Publicity	£ 6,500.00
Equipment Hire/D.J's	£ 1,250.00
Transport/ Travel	£ 1,500.00
Designer Fees	NIL
Catering/Hospitality	£ 1,000.00
Technical Assistance	£ 500.00
Security	£ 675.00
Artistic Director (R. Rennalls)	£ 3,500.00
Contingency	£ 350.00
Administration	£ 250.00
Main Concert	£ 4,300.00
Live Fair	£ 2,000.00
Seminars	<u>£ 4,870.00</u>
	<u>£37,985.00</u>

DEFICIT £ 1,485.00

June
 Please note to
 revised budget
 for BHZ. They are able to accommodate

Please let me have
 this back

Je
 14/2/86



BUSINESS
 BEHIND PERFORMANCE

BUDGET REVIEW:

INCOME:

GLC	£30,000.00
64 Stalls/Showrooms @ £20 per sq metre	10,000.00
Concert	2,500.00
	<u>£43,000.00</u>

Total projected income

EXPENDITURE:

MAIN FAIR:

Venue Hire: Brixton Recreation Centre	£2,500.00
Stand Hire: Expoh Ltd	5,790.00
Advertising: Newspapers etc	3,000.00
Publicity/Printing	3,000.00
Equipment Hire	3,000.00
Transport/Travel	1,200.00
Designers Fee	500.00
Catering/Hospitality	1,000.00
Artist Fees	2,000.00
Technical Assistants	500.00
Security	600.00
Ricky's Fee	3,500.00
Contingency	750.00
Administration	1,000.00
Midem	1,500.00

MAIN CONCERT:

Artist Fees	£5,000.00
Publicity	1,800.00
Equipment Hire	500.00
Refreshments	300.00

LIVE FAIR:

£2,000.00

SEMINARS :

£3,370.00

£42,610.00

Total Expenditure





BUSINESS

BEHIND PERFORMANCE

BUDGETRY PROJECTION : EXPENDITURE

<u>DESCRIPTION:</u>	<u>COMMITTED FUNDS:</u>	<u>VARIATIONS:</u>	<u>INITIAL BUDGET:</u>
✓ Venue Hire	£2,500.00	- £3,500.00	£6,000.00
Stand Hire	5,790.71	+ £2,790.00	£3,000.00
Advertising	2,340.62	- £1,000.00	£4,000.00
• Publicity/Printing	1,409.27	- £ 500.00	£3,500.00
Equipment Hire		- £1,000.00	£4,000.00
• Transport/Travel		- £ 300.00	£1,500.00
• Designers Fee		- £ 250.00	£ 750.00
• Catering/Hospitality		- £ 500.00	£1,500.00
• Artist Fees			£2,000.00
Technical Assistants			£ 500.00
Security		- £ 150.00	£ 750.00
Ricky's Fee	1,750.00		£3,500.00
Administration			£1,000.00
Midem		+ £ 500.00	£1,000.00
<u>MAIN CONCERT:</u>			
Artist Fees		- £1,000.00	£6,000.00
Publicity			£1,800.00
Equipment Hire			£ 500.00
Refreshment			£ 300.00
<u>SEMINARS:</u>			£3,370.00
<u>LIVE FAIR:</u>			£2,000.00
<u>CONTINGENCY:</u>		- £ 250.00	£1,000.00
 SAVINGS TOTAL	 £8,450.00		
	- £3,290.00		
	<u>£5,152.29</u>		

Success Monday



BUSINESS
BEHIND PERFORMANCE

Black Experience Programme
Business Behind Performance
Music Fair '86

BUDGET

<u>EXPENDITURE</u>	<u>BUDGETED</u>	<u>COMMITTED</u>	<u>ACTUAL</u>
Venue Hire	£6,000.00		£2,500.00
Stand Hire	3,000.00		5,790.71
Advertising	4,000.00	£2,340.62	
Publicity/Printing	3,500.00	1,409.27	
Equipment Hire	4,000.00		
Transport/Travel	1,500.00		
Designer Fees	750.00		
Catering/hospitality	1,500.00		
Artist Fees	2,000.00		
Technical Assistants	500.00		
Security	750.00		
Co-Ordinator's Fee	3,500.00	1,750.00	3,500.00
Contingency	1,000.00		
	<u>£33,500.00</u>	<u>£5,499.89</u>	<u>£11,790.71</u>

INCOME:

64 Stalls @ £20.00 per sq Metre		£10,570.00
<u>MIDEM</u>	£1,000.00	1,500.00
<u>TOTAL FUNDS COMMITTED:</u>		18,790.60

BLACK EXPERIENCE PROGRAMME

BLACK MUSIC FAIR

MAIN CONCERT

Expenditure

Artist Fees	£ 6000
Venue Hire	600
Publicity, Posters, Adverts	1800
Equipment Hire (PA)	500
Refreshments	300
TOTAL EXPENDITURE	<u>9200</u>

Income

750 @ £3.00 1500

TOTAL DEFICIT

7700

LIVE FAIR

Equipment Hire, Stage, PA, Backline(Amps, Drums)	2000
Lights Advertising	

THE SEMINAR

PA System (3 days)	180
1 Tape Recorder	90
Transcription	500
Publication	2000
Travel & Refreshment	600
TOTAL EXPENDITURE	<u>3370</u>

TOTAL FUNDING REQUIREMENTS

Midem	1000
Music Fair	28500
Concert	7700
Live Fair	2000
Seminars	3370

TOTAL £42570



BUSINESS

BEHIND PERFORMANCE

Black Experience ProgrammeBusiness Behind PerformanceMusic Fair '86BUDGET

<u>EXPENDITURE</u>	<u>BUDGETED</u>	<u>COMMITTED</u>	<u>ACTUAL</u>
Venue Hire	£6,000.00		£2,500.00
Stand Hire	3,000.00		5,790.71
Advertising	4,000.00	£2,340.62	
Publicity/Printing	3,500.00	1,409.27	
Equipment Hire	4,000.00		
Transport/Travel	1,500.00		
Designer Fees	750.00		
Catering/hospitality	1,500.00		
Artist Fees	2,000.00		
Technical Assistants	500.00		
Security	750.00		
Co-Ordinator's Fee	3,500.00	1,750.00	3,500.00
Contingency	1,000.00		
	<u>£33,500.00</u>	<u>£5,499.89</u>	<u>£11,790.71</u>

INCOME:

64 Stalls @ £20.00 per sq Metre £10,570.00

MIDEM £1,000.00 1,500.00

TOTAL FUNDS COMMITTED: 18,790.60

BLACK EXPERIENCE PROGRAMME

BLACK MUSIC FAIR

MAIN CONCERT

Expenditure

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Music Fair	28500
Concert	7700
Live Fair	2000
Seminars	3370

TOTAL £42570

Director
Lord Birkett

The County Hall London SE1 7PB

Telephone 01-633
Please reply to
My reference
Your reference
Date

BLACK EXPERIENCE PROGRAMME
BUSINESS BEHIND PERFORMANCE

BLACK MUSIC FAIR '86

Ms. June Givanni,
Black Experience Programme,
G.L.C. Race Equality Unit,
The County Hall,
London, S.E.1 7PB.

2nd January, 1986.

Dear June,

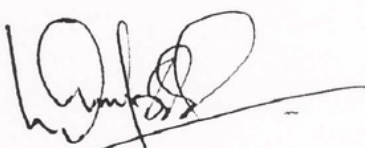
Re: Black Music Fair '86

Further to Parminder's letter of 9th December, 1985, please find enclosed the invoice for the period December '85-Jan '86 with regards to the Cash Flow Analysis for the Music Fair (copy enclosed).

We are unable to furnish you with the costing and invoices for stand hire and the venue hire as we are experiencing difficulty obtaining the floor plan for the venue.

We will however keep you informed of the developments in due course.

With best wishes,


Paul Lanipekun,
Administrative Co-ordinator.

c.c. Parminder Vir
c.c. Seema Gill

BLACK EXPERIENCE PROGRAMME

BUSINESS BEHIND PERFORMANCE

BLACK MUSIC FAIR '86

INVOICE

	£
Venue Hire (deposit)	3,300.00
Advertising	4,000.00
Publicity	2,000.00
Admin Cost	700.00
Equipment Hire	3,350.00
Transport & Travel	800.00
Total	14,150.00

Paul Lanipekun