

What will...

1,000 Activists

10,000 Athletes

2,000 Artists

Spark in Miami-Dade, Florida in 2017?



Wednesday, May 24, 2017 to Saturday, June 3, 2017

I. EXECUTIVE SUMMARY

A. Mission Statement

To host a global event for the LGBTQ community, and its allies for the purpose of human rights, sportsmanship and cultural events while providing a safe environment and producing a world-class production of **worldOutgames 2017**.

B. Company Information

About the Gay and Lesbian International Sport Association

Established in 2004, the Gay and Lesbian International Sport Association (GLISA) is a democratically governed, international association of sport, culture and human rights organizations that works for lesbian, gay, bisexual and transgender (LGBT) people. GLISA's mandate is to support and grow an international LGBT movement by organizing continental associations, continental **Outgames**, and global **worldOutgames** every four years.

About **worldOutgames** □

The first **worldOutgames** was held in 2006 in Montreal and attracted more than 12,000 participants. The event was based on three components: Sport, Culture and Human Rights. The second **worldOutgames** was held in Copenhagen in 2009. It was an attractive, open and inclusive event that welcomed the local and international LGBT community as well as the wider population of Copenhagen and Denmark. Successful events have also been hosted by GLISA's Continental Associations in North America and Asia-Pacific: the 2007 North America **Outgames** in Calgary, the 2008 Asia-Pacific **Outgames** in Melbourne, the 2011 Asia-Pacific **Outgames** in Wellington, and most recently the 2011 North America **Outgames** that took place in Vancouver in July of that year. In 2014, Darwin, Australia will host the 3rd Asia-Pacific

About **Miami Beach-Miami LGBT Sports & Cultural League, Inc.** (The League) In pursuing of creating an organization and bid for the 4th worldOutgames, Ivan Cano, Bruce Townsend, and Jerry Torres started researching and planning in August 2012. During late August and early September, a more local leaders formed "The League". The League, a Florida not-for-profit corporation was established to bid on GLISA's worldOutgames 2017 and submitted a "Letter of Intent" on September 17, 2017 and became one of 5 cities (Denver, Miami Beach, Reykjavik, Rio de Janeiro and Rome) to do so.

GLISA announced on December 4, 2012 that Miami Beach, Florida, and Reykjavík, Iceland had been shortlisted to host the fourth edition of the worldOutgames for 2017. The League made it to the last round. The finalists were invited to present in person at GLISA's annual conference in Antwerp, Belgium. On February 28, 2013, Bruce Townsend, Cindy Brown and Ivan Cano were accompanied by Jerry Torres, Keith Hart, George Neary, Miami Beach's Mayor Matti Herrera Bower and Commissioner Michael Gongora and presented to the GLISA Board Members around the world and The League won the bid to become the first U.S.A. city and 4th city to host a worldOutgames.

The League was conceived and developed by community leaders, activists and event professionals:

- Ivan Cano, Co- Chair| Executive Director, Miami Beach Gay Pride, Inc.
- Bruce Townsend, Co- Chair | Social Catering Sales Director, Centerplate
- Jerry Torres, Treasurer | Principal, GT Entertainment LOC
- Keith Hart, Secretary | Relationship Manager- GBPS- American Express
- Steven Adkins, President & CEO, Miami-Dade Gay & Lesbian Chamber of Commerce
- Bob Balsam, General Manager, Global Spectrum
- George Neary, Associate Vice President of Cultural Affairs, Greater Miami Convention and Visitor Bureau (GMCVB)
- Cindy Brown, Executive Director, Miami Beach Botanical Gardens
- Nick Tierno, General Manager- Centerplate, Miami Beach Convention Center

- Jose Sotolongo, Executive Director, Miami- Dade Sports Commission
- Richard Murry, President, The Murry Agency
- Karen Brown, Executive Director, LGBT Visitors Center

The Honorary Directors consists Honorable Matti Herrera Bower, Mayor of the City of Miami Beach, and the Honorable Michael Gongora, Commissioner of the City of Miami Beach.

While our 501 (c) (3) is established, the Miami-Dade Gay & Lesbian Chamber of Commerce Foundation, Inc (MDGLCC Foundation, Inc) is our fiscal agent.

Donations Payable to: **MDGLCC Foundation, Inc**
 (notes) worldOutgames 2017
 P.O. Box 191929
 Miami Beach, FL 33119

II EVENTS

worldOutgames 2017 will be held Friday, May 26 to Saturday, June 3, 2017 and has three components – a Human Rights Conference, Sports Events and Cultural activities.

A. Human Rights Conference

Continuing the reputation of stellar conferences on the state of Human Rights for LGBTQI people around the globe, The League will present a world forum addressing the pressing issues at that time. An evaluation of the 2013 Antwerp conference will help to inform the committee as to areas of concern and further direction.

The Human Rights Conference at the **worldOutgames 2017** will take place at the Miami Beach Convention Center Friday, May 26 to Monday, May 29, 2017.

We would like to take the approach of listening, not preaching. Starting in late 2013, advisory committees will be formed.

- International Leadership - Quarterly conference call with leaders from several under-served countries and our state especially Central and South America, Africa, Asia and Muslim nations.
- National Leadership – Equal representation and equal geographical representation

Outreaching

A local advisory group formed mainly of representatives from the National Gay and Lesbian Chamber of Commerce (NGLCC), National Gay and Lesbian Task Force (NGLTF), Human Rights Campaign (HRC), The Victory Fund, National Center for Lesbian Rights (NCLR), International Gay and Lesbian Human Rights Campaign (IGLHRC) and other international rights organizations.

A request for abstracts will be distributed in summer 2016 for workshops that address the current areas of interest of our community; however topics of definitive inclusion are:

- | | | |
|----------------------------|-----------------------------|---------|
| • LGBTQ Families | • Worldwide Marriage Status | • Legal |
| • Health (Men’s & Women’s) | • Religion | |
| • HIV/AIDS | • Youth* | |
| | • Business | |

*Youth 17 & under (not excluding 18-24 years old in certain instances)

We are working towards a partnership with Pridelines Youth Services and other local organizations to develop a tandem track during the events.

Additional workshop tracks will be added based on abstracts received. The program will feature over 3 days of workshops with more than 125 specialize platforms offered. All workshops will be recorded and available as podcasts or mp3 uploads.

For those in certain fields, we will try to offer Continuing Education Units (CEU) and CLU's will be offered.

In addition to the workshops and plenary sessions, the conference will feature a business & travel expo that will highlight both international business and run through until Closing Ceremonies. A plan of over 50 booths will be set up in the common areas of the Miami Beach Convention Center.

As a great opportunity to continue education the general public, we would identify several shorter workshops and offer during the week of the Miami Beach – Miami **worldOutgames 2017** .

Conference Schedule

Day 0 – May 25, 2017

Registration
Opening Reception late afternoon

Day 1 – May 26, 2017

Opening plenary session
Lunch
Expo opens following Plenary
Workshops
Reception

Day 2 – May 27, 2017

Expo open
Workshops
Main Plenary session
Lunch
Workshops
Opening Ceremony

Day 3 – May 28, 2017

Expo Open
Workshops
Lunch

Day 4 – May 29, 2017

Breakfast
Closing of Conerference

As the world continues to change, the focus of the conference will be on the topics that are at the forefront in the coming years. Both a collective of national and international organizations and the workshop abstracts that are submitted will determine the direction. A committee *including* leaders from these organizations will review abstract submissions for relevance, impact and professionalism to

collectively create a conference that will be a must attend for anyone doing equality work around the globe.

Proper interpretation, Day Care for participant's family will be provided. In addition, we would be looking forward to introducing a Youth Track for children of participants and provide a Safe Haven for those that need privacy for security reasons. Those delegates would receive a color-code credential to ensure our press respects their rights and we would take extra measure to reserve an area to avoid any photography

We will need to start promoting the conference and outreach to South America, Eastern Europe, Middle East and Countries in Asia that are not represented in major conference in advance so individuals can apply for visas and plan accordingly. We plan on having a dedicated staff member working with the State Department to help expedite visas for all.

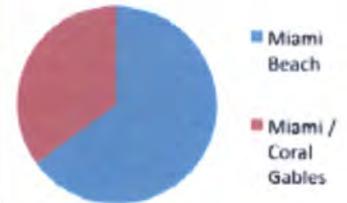
The Legacy would like to leave behind is a global statement with one unified voice on priorities and steps to achieve our goals and send that message to United Nation's Diplomatic Offices

B Sports

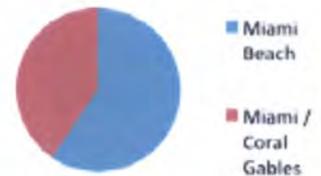
The sporting component will include than 18 sports and over 31 sporting events (others are being considered and determined based in venue and interest at a later date) in the Greater Miami Area:

Sport	Targeting	City-Venue	Venue - 1st option
Aquatics - Competitive Diving	70	Coral Gables	UM - Norman Whitten Student Union Pool
Aquatics - Swimming	800	Coral Gables	UM - Norman Whitten Student Union Pool
Aquatics - Synchronized Swimming	100	Coral Gables	UM - Norman Whitten Student Union Pool
Aquatics - Water Polo	120	Coral Gables	UM - Norman Whitten Student Union Pool
Badminton Singles	250	Miami Beach	Convention Center
Basketball	250	Coral Gables	UM - BankUnited Center
Bowling Doubles	300	Miami Beach	Lucky Strike Bowling Center
Bowling Singles		Miami Beach	Lucky Strike Bowling Center
Bowling Trios		Miami Beach	Lucky Strike Bowling Center
Cycling: Road race	100	Miami Beach	Miami Beach
Dance - Country Western	1400	Miami Beach	Convention Center
Dance - Sport	500	Miami Beach	Convention Center
Dominos	60	Miami Beach	Convention Center
Field Hockey	300	Coral Gables	FIU -
Golf 3-day competition	90	Miami Beach	Miami Beach Golf Club
Rowing	220	Miami Beach	Ronald W Shane Rowing Center
Running 10k	300	Miami Beach-Miami	
Running 5k	200	Miami Beach	Miami Beach Roads
Running half marathon	600	Miami Beach	Miami Beach Roads
Running marathon	200	Miami Beach-Miami	
Rugby		Miami	FIU -
Soccer	2000	Miami	Tamiami Park
Softball	2000	Miami	Tamiami Park
Tennis Doubles	800	Coral Gables	UM-Neil Schiff Tennis Center
Tennis Mixed Doubles		Coral Gables	UM-Neil Schiff Tennis Center
Tennis Singles		Coral Gables	UM-Neil Schiff Tennis Center
Track and Field	275	Coral Gables	UM - Cobb Stadium
Triathlon: Individual	225	Miami Beach	Miami Beach Roads & Atlantic Ocean
Triathlon: teams		Miami Beach	Miami Beach Roads & Atlantic Ocean
Volleyball	500	Miami Beach	Convention Center
Volleyball - Beach	320	Miami Beach	Lummus Park
Total Sports	11980		
Other Events			
Human Rights Conference	1000	Miami Beach	Miami Beach Covention Center
Rainbow Village	5,000	Miami Beach	Lummus Park
Women's Village	1,000	Miami Beach	Miami Beach Botantical Garden
Choral Competition	500	Miami Beach	Colony Theater
Film Festival	500	Miami Beach	Colony Theater
Mr Gay World	600	Miami Beach	Jackie Gleason Theater
Total Other Events	8,600		
Summary	Targed	Sports/Events	Venues
Miami Beach	13,365	19	9
Miami / Coral Gables	7,215	13	3
	20,580		
Demographics			
10% <25 yrs old	1198	Male	7,790
60% < 44 yrs old	7188	Female	4,190
20% between 45 - 59 yrs old	2396		
10% > 60 yrs old	1198		

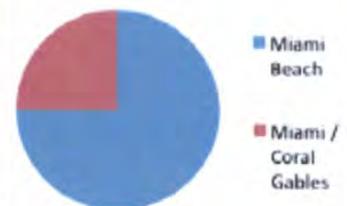
Targed Participants



Sports/Events



Venues



C Cultural

The Rainbow Village

The **worldOutgames 2017** Village will be created in the heart of the Historical Art Deco District on Ocean Drive. A tented city will be built a block away from the gay beach to house vendors, merchandising, café and beer gardens and a state-of-the art worldOutgames Stage for nightly competitions and entertainment, some free and some for a small fee. The Village will be a great meeting place to infuse new ideas and meet everyone from around the world. As the grand central of Miami Beach, it would be opened for 8 days from Noon to 11pm and also house the smaller sports and cultural programs but not limited to worship services and healthy activities and feature the official results point for the sport and cultural disciplines (privacy permitting). This will provide a daily meeting place for all athletes, cultural participants and people of Miami Beach.

Women's Space at the Miami Beach Botanical Gardens

The Miami Beach Botanical Garden venue is situated directly behind the Miami Beach Convention Center in South Beach. This location will also feature an entertainment stage, the official results point for the sport and cultural disciplines, several food and drink vendors and merchandising stands. This will provide another daily meeting place for all athletes, cultural participants and the people of Miami Beach.

Dances

We do plan on producing events that are dedicated to specific niches in our community. Leather Dance, Circuit Dance, Women's Dance and Youth Dances will be designed and set to accommodate all the people that seek to enjoy and express themselves in a special place.

Band

Band participation will be highlighted in both Opening and Closing Ceremonies, and a special once-off performances. The band concert will be held at The Village. The Lesbian and Gay Band Association will also be holding their regional Events in 2017 Miami.

Choral

Miami has a long and prestigious history of choral singing. A gala choir concert will be held at The Fillmore Miami Beach at Jackie Gleason Theater, configured to accommodate 1,000 performers and 2,100 audience members. We propose a mass choir of 1,000 international voices for our Opening and Closing Ceremonies.

Additional Cultural Events

Museums - we will be working closely to all the local museums and set a standard discount to all **worldOutgames 2017** participants. And the local Organizing Committee of **worldOutgames 2017** may request to add additional participatory cultural events to the Cultural Program, based on their financial and logistics implications.

Glow Run

For the first time ever, we would be hosting a GLOW RUN that would be FREE and open to all as a Welcome Event and embrace all that would like to be a part of the spirit. With black lights and glow-in-the-dark clothes, adults and kids would have a great time running up the coast and finishing off at the Village.

OPENING & CLOSING CEREMONIES

Miami – Miami Beach, the gateway between North, Central and South America will give the participants and guests of the **worldOutgames 2017** an especially warm welcome at (tbd). With a perfect combination of feeling, impressive productions produced by a Grammy or Tony Award Winner and strong symbols of motivation for the games ahead, the Opening Ceremony will be an unforgettable experience for all involved.

Closing Ceremony

After all the competitions and cultural events have come to an end, each participant will have made new friends, obtained numerous *impressions* and spent an unforgettable week in Miami Beach-Miami. This will all be celebrated in the Closing Ceremony.

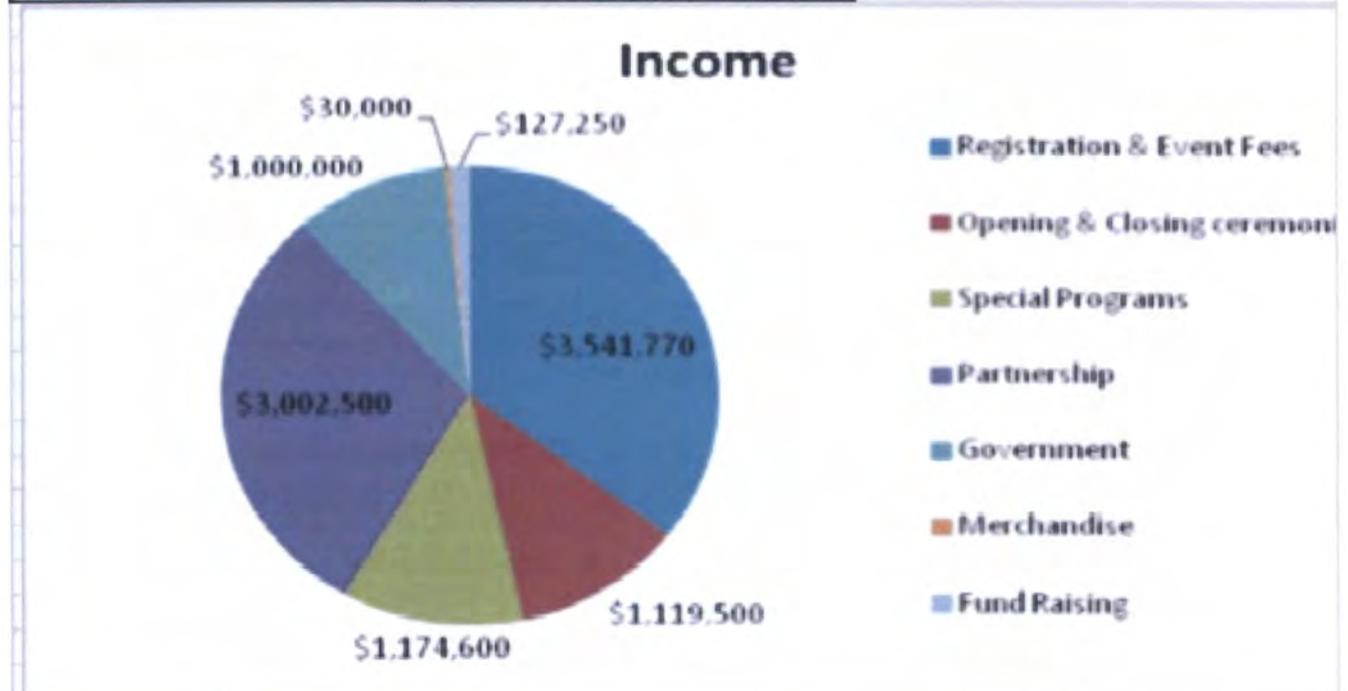
The Closing Ceremony will take place in tbd. Athletes, artists, guests and people from Miami-Dade will all come together, on the final evening of the worldOutgames2017. We will consciously forego formal entry of the participants and do without seating in order to encourage mingling of all groups and create a comfortable, personal atmosphere. A professional stage will be built to accommodate the formal elements of the Closing Ceremony and the following artistic program.

III FINANCE

We will be following Generally Accepted Accounting Principles and audited by a third party. Then our financial review will be presented to GLISA as directed by our agreements that illustrates the financial performance and strategic direction of the Human Rights, Sports and Cultural programs.

A Projected Budget

INCOME	Income	%
Registration & Event Fees	\$ 3,541,770	35.43%
Opening & Closing ceremonies	\$ 1,119,500	11.20%
Special Programs	\$ 1,174,600	11.75%
Partnership	\$ 3,002,500	30.04%
Government	\$ 1,000,000	10.00%
Merchandise	\$ 30,000	0.30%
Fund Raising	\$ 127,250	1.27%
TOTAL	\$ 9,995,620	100.00%



EXPENSES	Expenses	%
Sports	\$ 879,800	8.80%
Human Right Conference	\$ 595,588	5.96%
Opening & Closing Ceremonies	\$ 1,304,200	13.05%
Cultural Program	\$ 724,680	7.25%
Women's Program	\$ 78,775	0.79%
Operations: Admin	\$ 1,357,960	13.59%
Operations: Marketing	\$ 1,328,888	13.29%
Operations: Staffing	\$ 3,178,240	31.80%
Outreach	\$ 127,489	1.28%
Merchandising	\$ 20,000	0.20%
Contingency	\$ 150,000	1.50%
Community Legacy	\$ 250,000	2.50%
TOTAL EXPENSES	\$ 9,995,620	100.00%

INCOME	Participant Registration Fee	\$2,383,370
	Sports Fee	\$860,900
	Human Right Conference Fee	\$297,500
	Opening & Closing Ceremonies	\$1,119,500
	Cultural Program	\$968,850
	Women's Program	\$125,750
	Corporate Partnership	\$3,002,500
	Merchandising	\$30,000
	Outreach-Fundraising	\$127,250
	Cultural Fee	\$80,000
	Government Partnership	<u>\$1,000,000</u>
	TOTAL INCOME	\$9,995,620

EXPENSES	Artists/Speakers	\$597,700
	AV - Lights/LED	\$200,000
	AV Sound	\$117,000
	Awards & Medals	\$33,000
	Business Expn	\$6,000
	Community Award 1st Place Prize	\$17,000
	Credentials	\$51,812
	Dining & Entertainment	\$277,500
	Entertainment/Performers/DJ	\$126,500
	Equipment Purchase	\$0
	Equipment Rental	\$125,000
	GLISA Fees	\$284,300
	Hospitality (2 days)	\$180,000
	Housing-Accommodations	\$80,300
	Insurance	\$32,275
	Local Transportation	\$20,000
	Marketing & Promotions	\$1,328,888
	Medical Supplies/Equipment	\$32,000
	Misc	\$81,500
	Operations - IT	\$119,765
	Operations - Office Supplies	\$50,000
	Operations - Office Equipment	\$55,000
	Operations - Office Furniture	\$50,000
	Operations - Office Rental	\$149,000
	Police & Fire	\$282,000
	Postage	\$50,000
	Printing	\$48,500
	Production/Décor	\$41,300
	Outreach Fees	\$127,489
	Security	\$45,000
	Signage	\$381,500
	Sports - Location Cost	\$82,500
	Sports - Marketing Cost	\$99,000
	Sports - Management Cost	\$44,800
	Sports - Venue Rental/Cost	\$488,500
	Staffing & Payroll & Commissions	\$3,178,240
	Stipends	\$10,000
	Tee Shirt	\$87,171
	Technical Personnel	\$71,500
	Travel Air	\$109,000
	Uniform - Staff	\$25,000
	Venue Rental	\$122,500
	Video/Record Production	\$200,026
	Volunteers	\$42,500
	Volunteers - Tee Shirts	\$24,555
	Merchandising	\$20,000
	Contingency	\$150,000
	Community Legacy	<u>\$250,000</u>
	TOTAL EXPENSES	\$9,995,620

ii. Fee Structure

All projections based on US currency and the current economic environment

Sports, Human Conference, or Cultural Program

*Registration Fee \$140 Sports, Human Rights Conference, or Cultural Program
Participant and Spouse*

Early Bird

*Registration Fee \$150 Sports, Human Rights Conference, or Cultural Program
Participant and Spouse before Dec 31, 2016*

*Registration Fee \$115 Youth/Students of any Sports, Human Rights Conference, or
Cultural Program Participant*

Registration Fee includes:

- *Opening/Closing Ceremonies –Participants Area*
- *Program Guide*
- *Official Participation Shirt (Limited edition)*
- *Closing Party Ticket*
- *Reduced Rate to all Official Events produced by **worldOutgames 2017***
- *Reduced Meals and Drinks at the Village*
- *One Ticket to Cultural Program*
- *Participant Medal*
- *Transit Ticket*

Sports Program

Spectator Tickets

Individual Tickets will be available and sold separately

B Corporate Partnership (Potential List)

Corporate Partnerships are going to play an important role in the overall success of our event. But, it will not only be a success for the organizing team, but a win for both the corporate partner and the City of Miami Beach. Here is a tentative list of companies that we have started initial conversations with.

1. Centerplate (who has already assisted us financially)
2. Coca Cola
3. Heineken-Budweiser
4. American Airlines
5. American express
6. Marriott Hotels
7. Subaru
8. Super Shuttle
9. Front of the House
10. Elden Electric
11. Edd Helms
12. Prestige AV & Expo

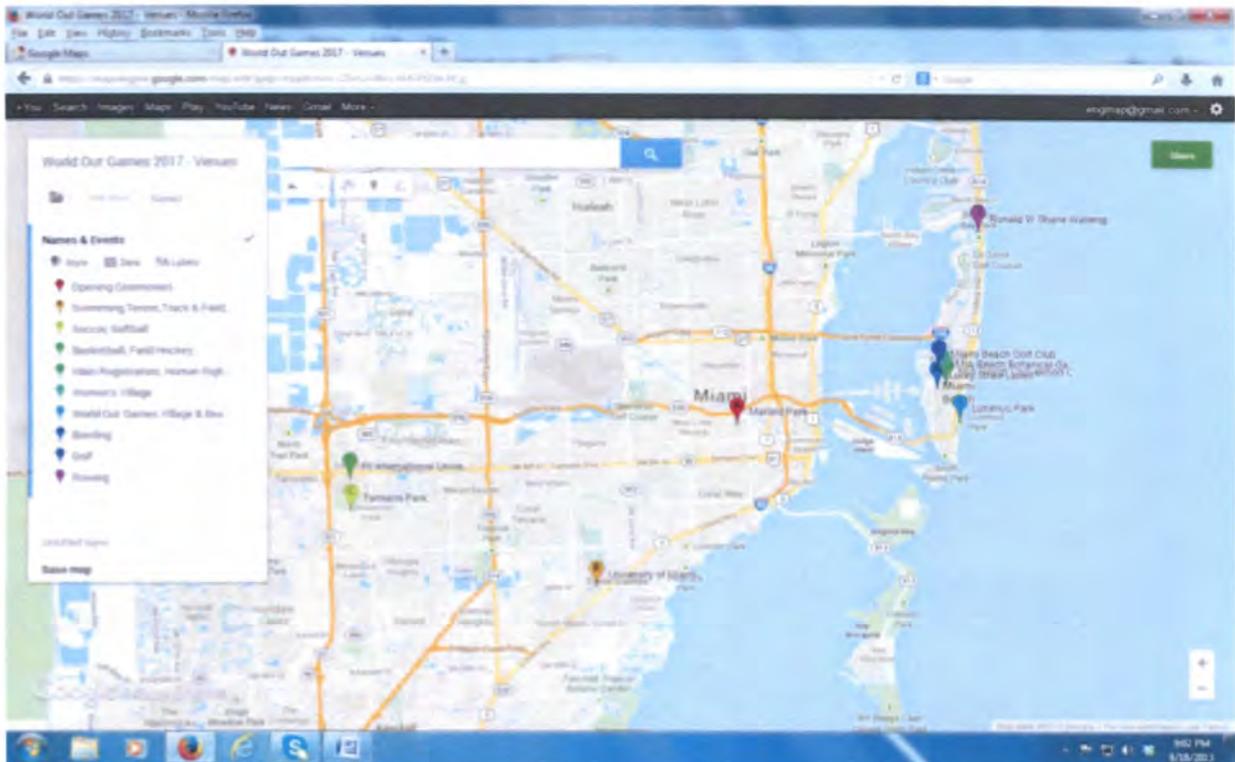
- 13. Accurate Security
- 14. Waste Management
- 15. Smart City

C Hotel / Lodging on Miami Beach –

The committee is working directly with Barry Moskowitz, from the GMCVB in regards to securing and arranging the appropriate lodging/hotel rooms for the worldOutgames 2017. A specific host hotel has not yet been chosen. The Loews, Marriott and Ritz Carlton are all large enough to be considered for this function and are all located close to the center Hub of the event which will be the Rainbow Village at Lummus Park Beach. Having a partnership with the local GMCVB expert as well as the local Hotel Association Organization will aid us in making this decision shortly.

In addition to the official host hotel it is already known that many of the International GLBT Sports organizations book entire hotels near their venue for this event and for similar international competitions. It is our understanding that one of these organizations IAGLCWDC (venue is the Miami Beach Convention center) has already started conversations with both the Dorchester and the Marseilles of which they will book 100%.

The goal is to provide a great selection of hotel properties to our attendees, stressing the importance of utilizing hotel rooms near all of the events and social gatherings... that is Miami Beach.



IV MARKETING PLAN

Miami Beach is no newcomer to major events. From Super Bowls to the MTV Video Music Awards to Art Basel Miami Beach, our experience reaches far across all cultures and media mediums.

Additionally, the city has played host to numerous, world-class LGBT events, festivals and fundraisers, including Winter Party Festival, White Party Week, Miami Beach Gay Pride, Aqua Girl and the Miami Gay & Lesbian Film Festival, to name a few.

From a marketing and promotions standpoint, we have existing relationships across all of the key marketing-related disciplines and can leverage not only our paid support from these media partners, but also editorial support as well. We would design and implement a multi-level global marketing campaign for **worldOutgames 2017** that would include several disciplines:

- Public Relations
- Media Relations
- Advertising
- Special Events
- Social Media Marketing

This will serve to integrate the **worldOutgames 2017** into the community as an event that the community is not only hosting...but also supporting.

Key Elements of Marketing Outreach:

- IT'S SO MIAMI – Quarterly video on YouTube promoting LGBT community in Miami area
- Faces of **worldOutgames 2017** Athletes Circle – Quarterly column highlighting openly out and friendly athletes globally
- Media FAM Tours – With the help of the GMCVB, we can organize 6-10 international journalists to visit and write about Miami Beach
- "How Am I" report – Once the website is launched, we will prompt athletes and cultural members to upload their profiles.
- Global Outreach Tours – Starting in June 2013 until December 2013:

June Washington NIKE Meeting

June 26-28 Peru, South America

Fifth Convention of the "Asociación Internacional de Familias por la Diversidad Sexual"

Lima Peru □ June 27-30, 2013

Representatives of 23 COUNTRIES will attend: Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Portugal, Puerto Rico, Spain, Uruguay, U.S.A., and Venezuela.

The goal of the convention is to promote and strengthen ways to support to persons who are lesbian, gay, bisexual or transgender (LGBT).

June 28-30 Santo Domingo, Dominican Republic

Santo Domingo Pride: Promoting WOG with a Miamian DJ and then meeting with Political and local leaders

July/August Antwerp, Belgium

worldOutgames 2013

Sept mid Guadalajara, Mexico

Nov mid Asia – Shanghi, China, Singapoer, Tapei, Tawain

- Promotional Tours – Starting in 2014, making sure we visit and activate booths/floats in 5-10 cities globally and increase every year by 2 cities. We would partner with a local sports/cultural group and pay all the expenses.
- Global Language – Besides English, Spanish, Portuguese, Mandarin, German, Hindu and several underserved countries, we would have a dedicated section to their language.
- Global Events – As part of our Promotional Tours, we would make sure to attend the Pan American Games, Gay Games, Continental Outgames and the Olympics in Brazil

Additionally, we are planning to engage the professional services of local marketing agencies such as The Murry Agency, a Miami Beach-based marketing and PR firm with international events and LGBT-oriented contacts and experience, including: the National Gay & Lesbian Task Force, Winter Party Festival, Miami Beach Gay Pride, Miami Gay & Lesbian Film Festival, Pridelines Youth Services, Sizzle Miami, the Miami-Dade Gay and Lesbian Chamber of Commerce, the LGBT Visitor Center, and more. The Murry Agency is also certified by the National Gay and Lesbian Chamber of Commerce as an LGBT Business Enterprise™ (LGBTBE) through the NGLCC Supplier Diversity Initiative.

V OUTREACH PLAN

The worldOutgames2017 Outreach Program will be designed to provide assistance to those attendees who wish to participate but cannot afford to do so.

\$1-\$5 from the registration fee will be earmarked to help low-income participants requiring assistance to attend the worldOutgames2017. This funding will be dedicated to the travel, housing, hospitality and event participation fees of those attendees who qualify.

Additionally, a portion of each fundraising event for the worldOutgames2017Miami Beach will be allocated to support community grants.

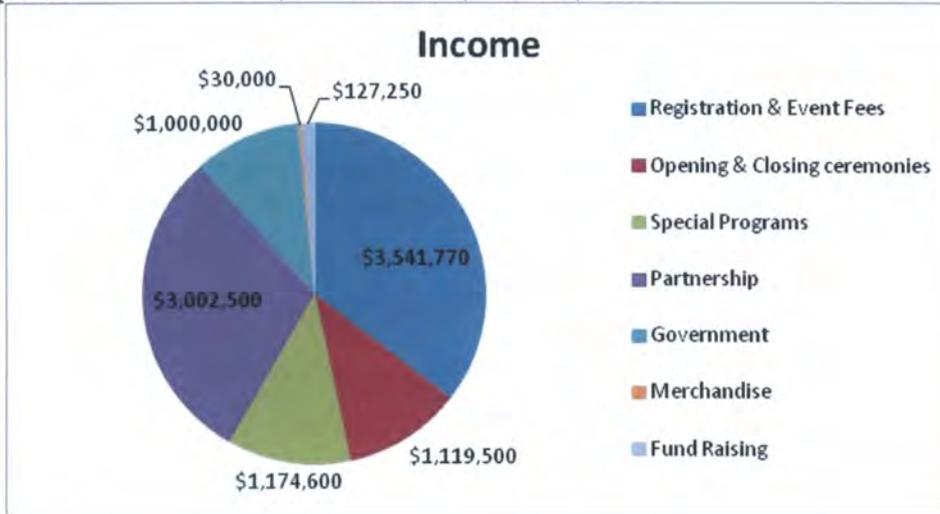
Dormitories at the University of Miami will be reserved for recipients of the scholarship and will include meal options. This option will also be made available for large sporting teams looking to stay in close proximity to their sporting event. Public transportation and shuttle service will be within walking distance to ensure that all attendees can easily access transportation to all event surrounding the worldOutgames2017.

We will also be actively pursuing individuals and focusing on our marketing efforts in the following regions and working to recruiting 26% above our budgeted participates to prepare for attrition:

USA/CANADA	40%
Europe and Middle East	18%
Latin America & Caribbean	23%
Asia. Pacific	15%
Africa	4%

worldOutgames 2017 Budget Summary

INCOME	Income	%
Registration & Event Fees	\$ 3,541,770	35.43%
Opening & Closing ceremonies	\$ 1,119,500	11.20%
Special Programs	\$ 1,174,600	11.75%
Partnership	\$ 3,002,500	30.04%
Government	\$ 1,000,000	10.00%
Merchandise	\$ 30,000	0.30%
Fund Raising	\$ 127,250	1.27%
TOTAL	\$ 9,995,620	100.00%



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Operations: Admin	\$ 1,357,960	13.59%
Operations: Marketing	\$ 1,328,888	13.29%
Operations: Staffing	\$ 3,178,240	31.80%
Outreach	\$ 127,489	1.28%
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