

## International Jugglers' Association Festival Profit & Loss Budget Overview Winston - Salem 2007

Ordinary Income/Expense	Jan - Dec 07	Budget	\$ Over Budget
Income			
Festival Income			
Package Plans			
Adult Early	36,654.00	44,700.00	-8,046.00
Adult Medium	12,580.00	18,500.00	-5,920.00
Adult at Fest	10,140.00	9,750.00	390.00
Youth Early	5,014.00	5,450.00	-436.00
Youth Medium	2,320.00	2,900.00	-580.00
Youth at Fest	1,705.00	1,550.00	155.00
Youth Group	2,581.00	0.00	2,581.00
Total Package Plans	<u>70,994.00</u>	<u>82,850.00</u>	<u>-11,856.00</u>
Gym Admission			
Adult			
Adult 1 day	1,410.00	0.00	1,410.00
Adult 2 day	1,760.00	0.00	1,760.00
Adult 3 day	1,920.00	0.00	1,920.00
Adult 4 day	800.00	0.00	800.00
Adult 5 day	360.00	0.00	360.00
Total Adult	<u>6,250.00</u>	<u>0.00</u>	<u>6,250.00</u>
Youth			
Youth 1 day	140.00	0.00	140.00
Youth 2 day	350.00	0.00	350.00
Youth 3 day	450.00	0.00	450.00
Youth 4 day	120.00	0.00	120.00
Total Youth	<u>1,060.00</u>	<u>0.00</u>	<u>1,060.00</u>
Gym Admission - Other	0.00	8,500.00	-8,500.00
Total Gym Admission	<u>7,310.00</u>	<u>8,500.00</u>	<u>-1,190.00</u>
Ticket Sales			
Ice Cream Social	230.00	250.00	-20.00
Welcome Show	945.00	1,000.00	-55.00
Juniors Champ Tix	1,849.00	1,500.00	349.00
Ind Champ	3,325.00	2,250.00	1,075.00
COS	10,178.00	16,750.00	-6,572.00
Awards Banquet	1,365.00	4,500.00	-3,135.00
Total Ticket Sales	<u>17,892.00</u>	<u>26,250.00</u>	<u>-8,358.00</u>
Spectator Pass	2,255.00	1,500.00	755.00
Vendor Space	4,150.00	2,775.00	1,375.00
Special Workshop	3,125.00	3,750.00	-625.00
Merch	2,640.00	2,250.00	390.00
Champs Entry Fees	1,280.00	700.00	580.00
Festival Income - Other	0.00	3,200.00	-3,200.00
Total Festival Income	<u>109,646.00</u>	<u>131,775.00</u>	<u>-22,129.00</u>
Donations			
Festival	15,740.52	0.00	15,740.52
Total Donations	<u>15,740.52</u>	<u>0.00</u>	<u>15,740.52</u>
Total Income	<u>125,386.52</u>	<u>131,775.00</u>	<u>-6,388.48</u>
Gross Profit	125,386.52	131,775.00	-6,388.48

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Accrual Basis

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	<u>Jan - Dec 07</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Expense</b>			
<b>Advertising</b>			
Interfund Transfers	480.00	0.00	480.00
<b>Total Advertising</b>	<b>480.00</b>	<b>0.00</b>	<b>480.00</b>
<b>Festival Expenses</b>			
Awards	9,915.62	9,000.00	915.62
Facility	27,622.14	21,300.00	6,322.14
Food	13,551.71	20,500.00	-6,948.29
Housing	3,895.42	2,100.00	1,795.42
Insurance	627.00	350.00	277.00
Marketing	6,594.52	2,500.00	4,094.52
Merchandise	4,893.55	7,700.00	-2,806.45
Miscellaneous	934.36	2,500.00	-1,565.64
Office Supplies	882.15	900.00	-17.85
Professional Services	2,200.00	3,750.00	-1,550.00
Postage	1,646.27	0.00	1,646.27
Printing	4,853.64	6,800.00	-1,946.36
Telephone	1,930.70	300.00	1,630.70
Travel	11,374.92	12,550.00	-1,175.08
Festival Expenses - Other	0.00	9,225.00	-9,225.00
<b>Total Festival Expenses</b>	<b>90,922.00</b>	<b>99,475.00</b>	<b>-8,553.00</b>
<b>Bank Charges</b>			
Credit Card	731.16	0.00	731.16
Paypal	1,246.79	2,000.00	-753.21
<b>Total Bank Charges</b>	<b>1,977.95</b>	<b>2,000.00</b>	<b>-22.05</b>
<b>Total Expense</b>	<b>93,379.95</b>	<b>101,475.00</b>	<b>-8,095.05</b>
<b>Net Ordinary Income</b>	<b>32,006.57</b>	<b>30,300.00</b>	<b>1,706.57</b>
<b>Net Income</b>	<b>32,006.57</b>	<b>30,300.00</b>	<b>1,706.57</b>