

International Jugglers' Association
Festival Profit & Loss Prev Year Comparison
January through December 2008

| | Jan - Dec 08 | Jan - Dec 07 | \$ Change | % Change |
|--------------------------------|--------------|--------------|------------|----------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| Festival Income | | | | |
| Package Plans | | | | |
| Adult Early | 31,959.00 | 36,654.00 | -4,695.00 | -12.8% |
| Adult Medium | 14,175.00 | 12,580.00 | 1,595.00 | 12.7% |
| Adult at Fest | 6,183.00 | 10,140.00 | -3,957.00 | -39.0% |
| Youth Early | 5,251.00 | 5,014.00 | 237.00 | 4.7% |
| Youth Medium | 2,725.00 | 2,320.00 | 405.00 | 17.5% |
| Youth at Fest | 1,668.00 | 1,705.00 | -37.00 | -2.2% |
| Youth Group | 869.00 | 2,581.00 | -1,712.00 | -66.3% |
| Total Package Plans | 62,830.00 | 70,994.00 | -8,164.00 | -11.5% |
| Gym Admission | | | | |
| Adult | | | | |
| Adult 1 day | 690.00 | 1,410.00 | -720.00 | -51.1% |
| Adult 2 day | 1,560.00 | 1,760.00 | -200.00 | -11.4% |
| Adult 3 day | 1,190.00 | 1,920.00 | -730.00 | -38.0% |
| Adult 4 day | 440.00 | 800.00 | -360.00 | -45.0% |
| Adult 5 day | 520.00 | 360.00 | 160.00 | 44.4% |
| Total Adult | 4,400.00 | 6,250.00 | -1,850.00 | -29.6% |
| Youth | | | | |
| Youth 1 day | 250.00 | 140.00 | 110.00 | 78.6% |
| Youth 2 day | 60.00 | 350.00 | -290.00 | -82.9% |
| Youth 3 day | 280.00 | 450.00 | -170.00 | -37.8% |
| Youth 4 day | 0.00 | 120.00 | -120.00 | -100.0% |
| Youth 5 day | 60.00 | 0.00 | 60.00 | 100.0% |
| Total Youth | 650.00 | 1,060.00 | -410.00 | -38.7% |
| Total Gym Admission | 5,050.00 | 7,310.00 | -2,260.00 | -30.9% |
| Ticket Sales | | | | |
| Ice Cream Social | 0.00 | 230.00 | -230.00 | -100.0% |
| Welcome Show | 885.00 | 945.00 | -60.00 | -6.4% |
| Juniors Champ Tix | 1,115.00 | 1,849.00 | -734.00 | -39.7% |
| Ind Champ | 2,425.00 | 3,325.00 | -900.00 | -27.1% |
| COS | 5,605.00 | 10,178.00 | -4,573.00 | -44.9% |
| Awards Banquet | 1,470.00 | 1,365.00 | 105.00 | 7.7% |
| Ticket Sales - Other | 24.00 | 0.00 | 24.00 | 100.0% |
| Total Ticket Sales | 11,524.00 | 17,892.00 | -6,368.00 | -35.6% |
| Spectator Pass | 1,615.00 | 2,255.00 | -640.00 | -28.4% |
| Vendor Space | 1,770.00 | 4,150.00 | -2,380.00 | -57.4% |
| Special Workshop | 2,400.00 | 3,125.00 | -725.00 | -23.2% |
| Merch | 1,275.00 | 2,640.00 | -1,365.00 | -51.7% |
| Champs Entry Fees | 1,785.00 | 1,280.00 | 505.00 | 39.5% |
| Festival Income - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Festival Income | 88,249.00 | 109,646.00 | -21,397.00 | -19.5% |
| Donations | | | | |
| Festival | 1,380.14 | 16,201.80 | -14,821.66 | -91.5% |
| Total Donations | 1,380.14 | 16,201.80 | -14,821.66 | -91.5% |
| Total Income | 89,629.14 | 125,847.80 | -36,218.66 | -28.8% |
| Gross Profit | 89,629.14 | 125,847.80 | -36,218.66 | -28.8% |
| Expense | | | | |
| Advertising | | | | |
| Interfund Transfers | 720.00 | 720.00 | 0.00 | 0.0% |
| Total Advertising | 720.00 | 720.00 | 0.00 | 0.0% |
| Festival Expenses | | | | |
| Awards | 8,374.50 | 9,815.62 | -1,441.12 | -14.7% |
| Facility | 31,152.73 | 27,622.14 | 3,530.59 | 12.8% |
| Food | 26,389.91 | 14,012.99 | 12,376.92 | 88.3% |
| Housing | 2,313.40 | 3,895.42 | -1,582.02 | -40.6% |
| Insurance | 627.00 | 627.00 | 0.00 | 0.0% |

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Accrual Basis

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| | Jan - Dec 08 | Jan - Dec 07 | \$ Change | % Change |
|--------------------------------|------------------|------------------|-------------------|---------------|
| Marketing | 562.77 | 6,594.52 | -6,031.75 | -91.5% |
| Merchandise | 5,673.91 | 4,893.55 | 780.36 | 16.0% |
| Miscellaneous | 455.20 | 1,017.35 | -562.15 | -55.3% |
| Office Supplies | 728.46 | 882.15 | -153.69 | -17.4% |
| Professional Services | 426.93 | 2,200.00 | -1,773.07 | -80.6% |
| Postage | 1,385.92 | 1,646.27 | -260.35 | -15.8% |
| Printing | 3,589.64 | 4,853.64 | -1,264.00 | -26.0% |
| Telephone | 1,040.00 | 1,930.70 | -890.70 | -46.1% |
| Travel | 2,496.91 | 11,374.92 | -8,878.01 | -78.1% |
| Festival Expenses - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Festival Expenses | 85,217.28 | 91,366.27 | -6,148.99 | -6.7% |
| Bank Charges | | | | |
| Credit Card | 612.18 | 731.16 | -118.98 | -16.3% |
| Paypal | 1,162.64 | 1,246.79 | -84.15 | -6.8% |
| Total Bank Charges | 1,774.82 | 1,977.95 | -203.13 | -10.3% |
| Total Expense | 87,712.10 | 94,064.22 | -6,352.12 | -6.8% |
| Net Ordinary Income | 1,917.04 | 31,783.58 | -29,866.54 | -94.0% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| Other Income | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Other Income | 0.00 | 0.00 | 0.00 | 0.0% |
| Net Other Income | 0.00 | 0.00 | 0.00 | 0.0% |
| Net Income | 1,917.04 | 31,783.58 | -29,866.54 | -94.0% |