

Income and Expense Summary
Sandy Brown, Festival Director
Aug. 26, 2004

	Projected				Actual			Variance
	\$\$	Qty	Ttl		\$\$	Qty	Ttl	
INCOME:								
Adult Event Package	160	400	64,000.00		470	\$72,497.00		\$8,497.00
Young Juggler Event Package	110	50	5,500.00		56	\$5,759.00		\$259.00
Daily Gym	85	75	6,375.00		208	\$10,390.00		\$4,015.00
Monday Welcome Dinner	8	300	2,400.00		8	382	\$3,056.00	\$656.00
Youth Showcase/Juniors	12	150	1,800.00		149	\$1,686.00		\$(114.00)
Individuals/Teams	20	200	4,000.00		241	\$4,570.00		\$570.00
Flying Karamazov Bros.	20	200	4,000.00		411	\$7,760.00		\$3,760.00
Cascade of Stars	25	350	8,750.00		374	\$8,745.00		\$(5.00)
Tshirts	15	150	2,250.00		15	180	\$2,700.00	\$450.00
Vendors	100	20	2,000.00		100	17	\$1,700.00	\$(300.00)
Spectators	5	100	500.00		5	319	\$1,595.00	\$1,095.00
Buttons			100.00		1	89	\$89.00	\$(11.00)
Championships entry fees ¹	10	25	250.00				\$455.00	\$205.00
Juggling entry fees	10	20	200.00		10	34	\$340.00	\$140.00
Special Workshop	125	20	2,500.00		125	19	\$2,375.00	\$(125.00)
Free Food donation			2,000.00				\$2,000.00	\$0
IJA Auction			-				\$3,152.00	\$3,152.00
IJA Portfolios	15	30	450.00		-	-	\$0	\$(450.00)
Travel Donation/fest director 02/04			159.98				\$159.98	\$0
Total Income							\$129,028.98	\$21,000.00
EXPENSES:								
Travel for Fest Director 09/03			300.00				\$300.00	\$0
Travel for Fest Director 02/04			159.98				\$159.98	\$0
Awards								\$0
	Flying Karamazov plaques		421.05				\$421.05	\$0
	IJA							

	Portfolios			937.00				\$937.00			\$0
Bank Charges ²				2000.00				\$2,700.00			\$700.00
Championships											\$0
	Indiv Prop Competition			1600.00				\$1,600.00			\$0
	Champs cash awards			3950.00				\$3,950.00			\$0
	Misc Champs expenses			0.00				\$40.00			\$40.00
	ribbons			425.00				\$462.20			\$37.20
	medals			275.00				\$425.00			\$150.00
Equipment Rental											\$0
	A/V			13000.00				\$14,648.39			\$1,648.39
	Bleachers			2100.00				\$2,408.71			\$308.71
Exhibit Hall (Facility)	Rental			5500.00				\$5,500.00			\$0
	Tablecloths						5 50	\$250.00			\$250.00
	Jugs water						15.95 20	\$319.00			\$319.00
	Vendor storage room			250.00				\$250.00			\$0
	Free Food ³			2000.00				\$1,600.00			\$(400.00)
	Total CC taxes			600.00				\$554.11			\$(45.89)
	Gratuuity ⁴ (dinner, all food)			900.00				\$1,011.08			\$111.08
	Gym mats			0.00				\$10.00			\$10.00
	Insurance			250.00				\$250.00			\$0
Theater	Rental			13000.00				\$11,174.61			\$(1,825.39)
Mdse for resale	T-Shirts			5000.00				\$6,322.85			\$1,322.85
	Buttons	1	600	600.00				\$426.00			\$(174.00)
Wristbands			1000	170.00				\$164.24			\$(5.76)
CVB bags		0.20	1000	200.00				\$0			\$(200.00)
Postage/Shipping				500.00				\$390.13			\$(109.87)
	shipping t-shirts							\$100.00			\$100.00
Printing	Mailer (includes postage)			2974.00				\$2,974.00			\$0
	Copier in Buffalo			305.00				\$435.06			\$130.06
	Tickets (Champs, FKBs)			184.83				\$184.83			\$0
Prof Services	FKBs & crew: travel, production costs			8000.00				\$8,000.00			\$0
	FKB Show supplies			59.44				\$65.16			\$5.72
	Special Workshop	62.5	20	1250.00			62.5 19	\$1,187.50			\$(62.50)

Publicity	<i>Press kit</i>			125.00				\$0		\$(125.00)
Telephone ⁵				1800.00				\$1,800.00		\$0
Track				0.00						\$0
Travel	<i>COS Director Flight</i>			400.00				\$350.00		\$(50.00)
	<i>Champs Director Flight</i>			400.00				\$355.30		\$(44.70)
Room ⁶	<i>COS Director Hotel Room</i>			500.00				\$0		\$(500.00)
	<i>Champs Director Hotel Room</i>			500.00				\$0		\$(500.00)
	<i>Flying Ks</i>		<i>Comped room nights</i>							\$0
Meals	<i>For green rooms</i>			1000.00				\$1,023.50		\$23.50
	<i>Flying Karamazov Dinner</i>			200.00				\$0		\$(200.00)
	<i>Welcome Dinner</i>	10.00	300	3000.00		10	370	\$3,700.00		\$700.00
Misc				3000.00						\$(3,000.00)
Office Supplies				300.00				\$320.26		\$20.26
	<i>Nametags</i>			116.00				\$116.78		\$0.78
Contingency	<i>10% of total expenses</i>			7767.63						\$(7,767.63)
Total Expenses				\$86,019.93				\$76,886.74		\$(9,133.19)
Net Income				\$21,215.05				\$52,142.24		\$30,927.19

Notes:

1. The Championships Entry Fees income includes \$95 in entry fees for Numbers. The rest is from Juniors, Individuals and Teams
2. The Bank Charges expense is the estimated amount of fees charged to the IJA by the bank for handling our credit card charges; estimated expense shown in this category is based on total income and an estimated 85% of payments done by credit card.
3. The Free Food expense includes the cost of cookies given out at Wednesday's show and ice cream given out at Thursday's show; cost was covered by a directed cash donation recorded under Income.
4. The Gratuity expense under Exhibit Hall is for required gratuities for all food in the Buffalo Convention Center (includes Monday Wednesday cookies, Thursday ice cream and green room food for the shows in the BCC).
5. The Telephone expense includes \$297 for the fest phone line for doing credit card verifications in Buffalo and an allocated \$150 annual festival cell phone use out of the estimated annual charges of \$2000 for the IJA's three cell phones.
6. Of the 12 total hotel room nights for the COS Director and the Championships Director, 4 were covered by free room nights the earned through room sales and 8 were waived by the hotel because they had made mistakes in various reservations, etc. (The hotel also waived a \$300 dinner charge for the FKB dinner for the same reason.) The other 18 free room nights earned from room sales were used to cover the FKB rooms (6 rooms for 3 nights).

Respectfully submitted by Sandy Brown and Martin Frost.